

EUROPEAN NEWS

Iceland devalues the krona by 13%

The Central Bank of Iceland yesterday announced a devaluation of the krona by 13 per cent. AP-DJ reports from Reykjavik. It also said it has reversed its floating rate policy and, unless there are unforeseen difficulties, the parity will be fixed.

The dollar will now be valued at 1K233, compared with 1K220 last Friday before foreign exchange transactions were temporarily suspended pending the announcement.

The Central Bank also announced that commercial banks will not begin currency trading until a bill introduced by the Government in the Althing (Parliament) yesterday has been passed. The bill establishes a currency trading and clearing account, to be used to aid the fishing industry which is facing difficulties because of inflation and high wage increases.

Full Cyprus federation 'not immediate aim'

A Turkish legal expert said yesterday that constitutional proposals to be presented by the Turkish side in the Cyprus dispute would not aim at the immediate creation of a fully-fledged federation. Reuter reports from Nicosia. Instead they would try to create the conditions for such a federation to evolve over the years. Professor Mumtaz Soyars said.

The present Cyprus problem stems from the Turkish invasion of the island in 1974, during which the Turks seized most of the northern areas. Both sides have agreed that the problem should be settled on the basis of a bi-communal federation but there is a wide gap on what kind of federation it should be. Turkish-Cypriots want maximum powers for the regions while the Greek-Cypriots want a strong central government.

Meanwhile in Paris, President Spyrk Kyprianos of Cyprus has quoted today's news saying that international mediation through the United Nations offered the best way towards a solution to the Cyprus problem.



Kreisky leaves Moscow

Dr. Bruno Kreisky, the Austrian Chancellor (above), left Moscow last night at the end of a three-day visit during which the two sides discussed the issue of expanded trade. Reuter reports from Moscow. Dr. Kreisky, however, refused to be drawn into the Soviet campaign against the neutron bomb. At a news conference he said the Soviet Union and Leonid Brezhnev that the issue of neutron bomb deployment was best resolved by the superpowers. Without being specific, he said that there were good prospects for trade expansion. Austria was interested in construction projects within the Soviet Union, and the sale of consumer goods and sugar. It was also ready to co-operate with the Soviet Union in Third World development projects.

French price rise

The French CGT trade union said the retail price index which it calculates rose 1 per cent in January. Reuter reports from Paris. The official January index is not expected until around the end of this month. The union index is usually higher than the official index, which in January is widely expected to show a rise of around 0.8 per cent, compared with 0.3 per cent in December.

Romanian warning

A former top Romanian Communist Party official, Karoly Kiraly, has warned the Bucharest leadership that the policy of forcibly assimilating national minorities was causing widespread dissatisfaction. Paul Lendvai writes from Vienna. A letter which has now become available indicates that not only Mr. Kiraly, a former Politburo member, but also other members of the nationality council have criticised the Romanian nationality policy.

Romanian warning

But East German communist officials are especially concerned about what they describe as the "chaotic supply situation" in neighbouring Poland. Like a renaissance, East Germany is currently registering every new shortage in Poland of basic foodstuffs and consumer goods. Polish shoppers often cross the border, where no visas are required from them, to converge on better stocked East German stores.

East Germans tell of angry scenes in East German butcher shops where Poles are being refused more than two salamis each.

East Germans who have just returned from Poland speak of empty meat counters and the frequent absence of coffee and staple foods from supermarket shelves. They go so far as to

West German printing dispute ultimatum

BY ADRIAN DICKS

THE WEST German printing industry appeared on-night to be moving towards full-scale confrontation over the introduction of computerised, cold-type technology in place of hot metal.

The printers' union, IG-Druck und Papier, ordered a fresh series of "limited protest strikes" that will stop publication of most of the country's leading daily newspapers tomorrow, and may also upset production of magazines and periodicals.

IG-Druck made clear it was hitting back after the three main employers' federations in the industry had announced here this morning that they will not enter any new round of negotiations with the union on a draft agreement on the new technology that the IG-Druck national executive has refused to adopt.

However, the employers have

secured the support of two of the other three unions involved in the 18-month-long negotiation of the draft agreement, and the tough terms of their statement today strongly suggested that they are now preparing to isolate IG-Druck and to press ahead with the introduction of the new technology without the printers' co-operation.

The employers' leaders said this morning that they believe the IG-Druck president, Herr Leonhard Mahlein, and his colleagues on the national executive were coming under pressure from "forces which want to prevent at any cost the breakthrough of a realistically grounded compromise."

According to the employers, this compromise was the work of the 18 months of negotiation with the unions, in which IG-Druck took part and to which, the employers believed, its negotiators fully subscribed. Yet

when it had been put to the union's national executive, it had been rejected out of hand.

Since that rejection last week, IG-Druck has asked for new negotiations and has raised eight new points on which it wants to reopen discussion. The employers' leaders say they will not return to talks with IG-Druck until these points are dropped.

They also issued a warning to the journalists' union, the Deutsche Journalistenverband (DJV), the fourth union concerned in the draft agreement, that there could be no question of reopening discussion of matters of substance in providing "clarifications and additions" which the DJV has requested. At the heart of the draft agreement is a scheme for redefining the role under the new technology of men with highly paid skilled jobs in hot metal printing. The employers insist that the agreement is more

generous than any comparable technological adjustment deal ever put forward in West Germany, and are holding fast to their demand that the unions take it or leave it as a whole. IG-Druck wants stronger assurances on manning scales and on the future status of its members once electronic, cold-type setting is introduced.

The employers' representatives issued a thinly veiled warning, however, that if need be, the industry will go ahead without the men who are now IG-Druck's members. Herr Eckhard Pohle, head of the Magazine Publishers' Association, said that the setting of copy on computer terminals was a job for white-collar clerical staff, and that this had been agreed by the two unions representing them, the Union of Commercial, Banking and Insurance Staffs (HBV) and the German Salaried Staffs' Union (DAG).

What has evidently encouraged the employers to take their tough stand towards the printers is the acceptance by the DAG yesterday and by the HBV today of the new agreement, and it is expected to be signed by at least these two. The DJV, representing most, though not all, journalists, is expected to reach a decision next week.

Shipbuilding and engineering companies in Hamburg and elsewhere in North Germany were hit by protest strikes today, as the metal industries' union, IG-Metall, stepped up pressure on employers to improve their 3 per cent pay offer this year.

At the same time, IG-Metall's separate negotiating committee for the steel industry called for a ballot on whether to take strike action, after the steel employers had declared wage bargaining to be deadlocked on Tuesday evening.

Orders increase 4% New Bill aims to save energy

BY OUR OWN CORRESPONDENT

BONN, Feb. 8.

BY JONATHAN CARR

BONN, Feb. 8.

NEW ORDERS to West German industry rose by 4 per cent, during December, according to preliminary figures issued by the Economics Ministry today. This healthy increase took place, however, from the base of a November performance which was adjusted downwards by some 2 per cent from the preliminary figure for that month.

The December preliminary figures show a 5.5 per cent increase in new orders from West German domestic customers, with an especially sharp pick-up in demand for capital goods. This development appears to bear out the confidence of leading economic officials that the first quarter of 1977 saw a marked recovery

in business activity from the stagnation of the late summer and autumn months.

New orders from abroad were, however, down by 0.8 per cent in December overall, though export orders for consumer goods showed a 4 per cent increase, in apparent defiance of the general trend and of the effective revaluation of the D-Mark.

A two-month comparison showed new orders up by 5.5 per cent, in November-December from September-October. By this measure, export orders were up 7 per cent, or twice as much as new domestic orders.

The December figures also indicated that new orders during the last quarter of 1977 as a whole were well above the average for the first three quarters, for both domestic and export customers.

THE WEST GERMAN Government today made a further attempt to bring in an effective nationwide programme to save energy in buildings. With luck, the programme could be in force by the summer.

The absence of such measures so far has caused Bonn some embarrassment. German Ministers have repeatedly stressed that the United States must take effective steps to save energy, reduce reliance on imported oil, cut the trade deficit and thus, it is hoped, stabilise the dollar.

Yet the Bonn Government has itself been unable to bring in even relatively limited steps to cut energy wastage in the home because of opposition in, at most, the first three quarters, for both domestic and export customers.

Until now the Social Democratic Government has sought to get the savings programme going quickly simply through an administrative agreement under which Bonn would supply half the necessary finance and the Länder the other half. But the Conservative government of Baden-Wuerttemberg refused, saying it had better things to do with its money. The state of Lower Saxony seemed to share this view.

Today, the Bonn Cabinet passed a bill updating the law on building modernisation which includes virtually all the energy savings ideas it was previously hoping to implement by other means.

The Federal Government is ready to put up a total of DM2.2bn, between now and 1982,

with the Länder called upon to provide the same sum. The money will be used to finance up to 25 per cent of the costs involved in introducing double glazing, lagging pipes, insulation and so on.

The bill must go before the Bundestag—which groups representatives of the Länder—but it requires only a majority, not a unanimous vote, to gain passage. Further, if a state opposes the bill and makes no use of the sum on offer from the Federal Government, then its quota can be offered to another state.

It is hoped that this gentle pressure will induce overall acceptance. The whole affair serves to illustrate the problems involved in the German federal system, and the ingenuity needed to get round them.

Ireland's Cabinet abandons pay guide

By Giles Merritt

DUBLIN, Feb. 8.

THE IRISH Government has abandoned its 5 per cent guide line on pay awards this year. Although the budget strategy it unveiled last week relied heavily on severe wage restraint, the Government has decided to relax its limits in order to secure a national wages agreement.

After a lengthy Cabinet meeting yesterday to discuss deadlocked employer-union talks on a pay pact, there are indications that Mr. Jack Lynch's government will endorse a wages deal of more than 7 per cent. When pay negotiations broke up at the end of last week, the employers were offering 6½ per cent, and the 90 union-strong Irish Congress of Trade Unions was insisting on 8 per cent.

With the pay talks due to resume on Friday there is considerable optimism in Dublin that a wages deal will be struck within a fortnight. Officials representing the public service, which accounts for about a third of the 440,000 workers involved in a national deal, are also due to take part in the new round of talks. This is being taken as an indication that the Government would be satisfied with a settlement of 7-8 per cent.

Probe ordered into black-out

By Our Own Correspondent

DUBLIN, Feb. 8.

THE IRISH Post and Telegraphs Department has ordered an inquiry into the blacking out of Telex and computer circuits yesterday, when renewed strike action by technicians seriously disrupted the country's telecommunications network. Hinting at possible sabotage, the Irish authorities said a number of Telex routes and vital telegraph and data circuits, including all those for Aer Lingus, the national airline, were found to be out of order. The circumstances of this "abnormal" blackout would be specially investigated, a spokesman said.

Romanian warning

But East German communist officials are especially concerned about what they describe as the "chaotic supply situation" in neighbouring Poland. Like a renaissance, East Germany is currently registering every new shortage in Poland of basic foodstuffs and consumer goods. Polish shoppers often cross the border, where no visas are required from them, to converge on better stocked East German stores.

East Germans tell of angry scenes in East German butcher shops where Poles are being refused more than two salamis each.

East Germans who have just returned from Poland speak of empty meat counters and the frequent absence of coffee and staple foods from supermarket shelves. They go so far as to

FRENCH CURRENCY RALLIES

Mitterrand accusation on franc

BY ROBERT MAUTHNER

PARIS, Feb. 8.

M. FRANCOIS MITTERRAND, the French Socialist leader, today sharply attacked the Government for its purported failure to stop the depreciation of the franc over the last week and accused it of complicity with "speculators."

His statement was not very well timed, however, since the franc staged a marked recovery on the Paris foreign exchange market today, after starting to regain yesterday some of the ground lost since the middle of last week.

The French currency closed at about 4.87 to the U.S. dollar, a rise of about four points on the day. This compared with a low point during the latest flurry of 4.95.

The franc also firmed to 2.31 to the D-Mark against yesterday's close of about 2.3975, to 2.48 against the Swiss franc from yesterday's 2.5125, and to about 9.33 against sterling from 9.5375.

The news from the exchange market did not deter M. Mitterrand from holding the Government's economic and industrial policy responsible not only for the depreciation of the franc over the last week, but during the past 20 years. In 1958, he pointed out, the franc was worth DM1. By 1978 it had fallen to 1.91, and today was worth no more than 2.32, he said. This meant that Frenchmen had to work twice as long as their West German counterparts to buy the same foreign goods.

The Socialist leader claimed that the depreciation of the franc had been started by the massive sale of the French currency by a small number of "very powerful French residents" operating through U.S. banks, and had subsequently been amplified by forward cover operations by importers and exporters.

Faced with this "offensive against our national money," the Government had failed to do its duty instead of taking the numerous measures at its disposal to combat speculation, M. Mitterrand said. It had reacted by making irresponsible declarations attributing the cause of the rapid depreciation of the franc to the alleged lack of confidence of the French people in a future left-wing government.

Car sales in Holland up by 8.6%

BY CHARLES BATCHELOR

AMSTERDAM, Feb. 8.

DUTCH CAR sales rose by 8.6 per cent last year to a record level of 551,932. Sales this year are not expected to differ much from this figure, the Dutch motor industry association said.

Volvo, the only company which manufactures cars in Holland, saw total sales of its Dutch- and Swedish-produced models fall to 20,644 from 21,987 in 1976, and its market share decline to 3.7 per cent from 4.3 per cent.

Sales of the Daf Marqua, which is now represented only by the Daf 66, fell to 2,926 from 7,749.

British Leyland sales fell below the 5 per cent level for the first time in a number of years selling 22,947 cars compared with 25,665 the year before. Its share of the market fell to 4.1 per cent from 5 per cent.

General Motors remained at the top of the list, selling 76,408 cars, nearly 5,000 more than in 1976. But its market share slipped slightly to 13.8 per cent from 14.4 per cent. Ford remained in second place with 11 per cent of the market. It was followed by Volkswagen (8.6 per cent), Renault (8.1 per cent) and Peugeot (6.5 per cent).

The top Japanese make was Toyota with 5.3 per cent. Total sales of Japanese cars rose 25 per cent to 109,198. Their combined market share was 19.8 per cent, compared with 16.7 per cent in 1976.

Dutch politicians pushed forward knowledge of a change in tax laws to gain an "improper" advantage, senior tax inspectors claimed. The committee's chairman, Mr. Theo Jokeer, a Liberal MP, said he thought some form of investigation was unavoidable.

Hungarian output higher

BY PAUL LENDVAI

VIENNA, Feb. 8.

THE HUNGARIAN economy last year surpassed planned output targets in all major fields, according to the detailed annual report of the Central Office for Statistics just published in Budapest. National income last year was up by 7.5 to 8 per cent, as against the projected 6 to 6.3 per cent. Overall foreign trade increased in both directions by about 16 per cent. However, the hard currency deficit was larger than last year's shortfall.

Productivity improved by 7 to 7.2 per cent, and consumption

rose faster than planned. Real wages were up by 3.5 per cent in spite of a 3.9 per cent increase in consumer prices.

Investment last year jumped 13 per cent, as against the originally planned 4 to 5 per cent. This in turn caused delays in the completion of investment projects and a general rise in costs.

Overall foreign trade increased in both directions by about 16 per cent. However, the hard currency deficit was larger than last year's shortfall.

President Nicolae Ceausescu broke off his holiday to negotiate with the miners and be assured that their pension benefits would be improved. He also held out the promise of a 5 per cent wage rise and better supplies of food and consumer goods as well as improved housing at no increased rent.

The Romanian leader then sacked a number of deputy mining ministers from their posts and this month fired the minister himself, Constantin Babalea.

The Romanian army was moved into the Jiu valley where the miners live. Secret police arrested workers who were prominent in the three-day anti-government demonstration and re-arrested other workers in various parts of the country.

Source: Berlin speak of a rash of other strikes that took place in Romanian industrial cities.

President Ceausescu was forced to return to the miners

Portugal plan criticised by opposition

By Jimmy Burns

LISBON, Feb. 8.

PORTUGAL'S MAIN opposition party, the Social Democrats, tonight put the new Government to its first serious test by urging Parliament to reject the programme which Prime Minister Mario Soares presented last week.

Parliamentary debate on the new programme began this morning with a bitter attack by Mr. Octavio Pato, a leading member of the Communist Party. He was warmly supported by his colleagues as he criticised what he called the shameful alliance in government between Socialists and Christian Democrats.

The speech followed a communique issued by the Communist Party's central committee which described the programme of austerity measures as being inappropriate for the political, economic, financial and social situation in the country.

The only defence for the Government programme today came from Professor Freitas do Amaral, the leader of the Christian Democrats, who said that the programme was capable of bringing the country out of its economic crisis.

Those East Europeans, whose governments have been forced recently to pay far more attention to the economic needs of the population, see more trouble brewing if there is no shift of emphasis away from heavy industry in Romania. They note that Romanians have the longest working hours, the poorest consumer goods and some of the most crowded living conditions.

Elsewhere in Eastern Europe, wages have risen steadily since the Polish riots of 1970. The increases, in fact, have outstripped the ability of Eastern economies to supply goods in demand, especially in Poland. In East Germany, the excess income is being absorbed by imported Western products, such as cars.

Under the new five-year plan, Comecon countries are being

forced by spiralling raw materials prices to cut back on personal income increases and to link them to gains in productivity. In return for this, East Germany has promised the population that prices for rents, foodstuffs and public transport will remain frozen at the level of 1964.

The fact that the Polish leadership chose at its recent Party Conference to postpone, yet again, rises in retail prices is taken as a sign that political rather than economic considerations now prevail. And this trend may be reflected elsewhere in the bloc. Apart from the Soviet Union, which is facing serious economic difficulties, the preliminary indicators of the East European 1978 economic plans point to a slight acceleration in the rise of wages and of consumer goods supplies. This trend includes Romania, where extra investment is being ploughed into food and consumer goods. These changes almost certainly reflect a concern in the political leadership for the popular mood.

Andreotti makes headway on programme

By Paul Betts

ROME, Feb. 8.

THE ITALIAN Prime Minister designate, Sig. Giulio Andreotti, said tonight he hoped to conclude his negotiations with other political parties next week in his attempt to form a new government.

At the end of his second round of consultations with political forces, Sig. Andreotti indicated tonight there was a degree of agreement over the formulation of a common government programme. However, he acknowledged there were still difficulties in reaching the government, especially over the issue of what he called a "parliamentary agreement" to enable the formation of a new administration.

Although a solution still appears distant, there is now cautious optimism following the Communist Party's decision last night to back down from its earlier intransigent line.

Sig. Enrico Berlinguer, the Communist leader, said last night after consultations with Sig. Andreotti that his party was willing to enter into an "emergency pact" and renounce, at least temporarily, its demands for direct participation in a new government, and, hence, the inclusion of Communist Ministers in a new administration.

However, the Communist Party's insistence on the establishment of a common agreed programme, supported by a clear and open new parliamentary majority in which they would be associated, was still being rejected tonight by some 100 Christian Democrat deputies and the small Liberal Party.

But, as Republican Senator Sig. Giovanni Spadolini said today after consultations with Sig. Andreotti, the resolution of the crisis was now firmly in the hands of Italy's two major parties — the Christian Democrats and the Communists.

Many political commentators here pointed out today that the final negotiations for an agreement were only beginning now and the outcome was by no means decided. Negotiations are expected to continue next week.

Although the Communists have to a certain extent cleared the situation, their demands for a negotiated parliamentary majority in which they would be openly associated, could cause serious difficulties for Sig. Andreotti.

So far, the Christian Democrat Party has insisted on negotiating an agreement on a common Government programme, but not a political accord, which is implied by the new Communist proposal.

It now remains to be seen whether Sig. Andreotti has a sufficiently elastic mandate to reach an accord acceptable to both the Communists and to his own party. Sig. Andreotti is proposing the establishment of an interim Christian Democrat Government on a commonly agreed programme to serve until the end of the year, when there will be Presidential elections.

A large vocal faction of the Christian Democrat Party would undoubtedly resist strongly any formal political deal, which is implied by the new Communist proposal.

It now remains to be seen whether Sig. Andreotti has a sufficiently elastic mandate to reach an accord acceptable to both the Communists and to his own party. Sig. Andreotti is proposing the establishment of an interim Christian Democrat Government on a commonly agreed programme to serve until the end of the year, when there will be Presidential elections.

Production falls 13.3%

By Our Own Correspondent

ROME, Feb. 8.

THE CONTINUING decline in Italy's economic momentum was confirmed by official statistics today, showing a fall in industrial production of 13.3 per cent in December compared with a year earlier. However, the Government statistics bureau, Istat, said that the December fall had to be considered against an extraordinary 1977 figure in December 1977.

Last year, Italian industrial production registered an overall increase of 0.8 per cent over 1976, Istat reported.

Housewives were, at the time, hit by hundreds of price increases. Sales of domestic appliances, furniture, clothes and non-essential goods slumped. Most recent figures show inflation running at 2 per cent, but Robert Mugabe takes issue with this figure.

He says the December quarter price index and inflation figure contained many non-recurring items, and should therefore be taken out of the index. In any case, the figure, however, is a record.

Last October the government reversed some of its earlier policies by introducing measures to provide a mild stimulus to the internal economy. This included a 5 per cent tax cut across the board which came into force last month. It also included a number of other measures.

These measures have had a mild effect but no more so. Most effective was government financial aid to provide short-term work for students during the summer vacation, and additional farm labour.

It had only a marginal effect on employment levels.

Last week, the government moved again this time to stimulate consumer spending, an assist the hard-pressed farmers sector.

In addition, \$25m of retention funds has been released to sheep farmers. This move has been compulsory taken by the government in the past years, while wheat prices have been high and farm income good. This year they will fall by up to 40 per cent as receipts from dairy produce and wool come under pressure.

It is difficult to avoid the conclusion that New Zealand's economic problems will remain for a long time to come, whatever action the government takes.

NEW ZEALAND ECONOMY

Muldoon acts on deepening crisis

By Dai Hayward in Wellington

A SEVERE economic crisis New Zealand, despite deluge government austerity measures, there is little prospect of recovery for many months.

New Zealand's economy, growing under a daunting 15 per cent inflation, mounting piles of unsold cars and consumer goods, a stagnant building industry, a shortage of foreign finance, tight liquidity, deteriorating balance of payments, items and pressure on term trade.

Two recent confidential reports on the economy, produced by Government advisers, paint a picture which Prime Minister Robert Muldoon admits is gloomy.

The most depressing problem is inflation and the balance payments, while unemployment is now at a record post-war level, school leavers and senior workers failed to find jobs January.

Unemployment

A survey by the Austral New Zealand Banking Group last week forecast that next year's unemployment rate would exceed 3 per cent. This is unprecedented for a country with a high level of employment. The index, social and general, indicates on full employment created over-employment, internal ill health such as wage levels and overwork in civil service manpower.

In its efforts to curb inflation over the past 18 months, government has introduced various measures to restrict internal spending and demand for imported goods. A slow in importation necessary if it was to be any success in taming the balance of payments deficit.

Part of this policy was to reduce the overall standard of living by 2 per cent. Robert Muldoon, who as Minister of Finance, has responsibility for juggling economic problems, this has now been achieved, there is a need to reduce living standards further.

Consumer demand and spending, then, has been stopped. In fact, taking an optimistic view based on continual expansion the past, were slow to respond. Massive stocks built up with unsold goods on shelves before order level were trimmed. Almost panic cancellation orders accelerated lay-offs and unemployment levels.

The motor car industry represents the position well. A recent survey has shown a high level of car ownership in the world, even though prices, among the highest in the world, are expanded. But, as peaked at about 70,000 new cars per year, while the industry capacity for 100,000 cars.

Sadly, the car industry is now warned the car assembly plant it was overproducing, but it was ignored. New cars piled up in showrooms and giant parks at all assembly plants. The year's end manufacturer were left with about 14 per cent of new cars unsold, well below the 20 per cent target.

Car plants were forced to miss large numbers of work shifts adding to unemployment and the economic downturn.

New assembly plants, especially for Japanese cars, sprang as sales expanded. But, as peaked at about 70,000 new cars per year, while the industry capacity for 100,000 cars.

Sadly, the car industry is now warned the car assembly plant it was overproducing, but it was ignored. New cars piled up in showrooms and giant parks at all assembly plants. The year's end manufacturer were left with about 14 per cent of new cars unsold, well below the 20 per cent target.

Car plants were forced to miss large numbers of work shifts adding to unemployment and the economic downturn.

Price increases

Housewives were, at the time, hit by hundreds of price increases. Sales of domestic appliances, furniture, clothes and non-essential goods slumped. Most recent figures show inflation running at 2 per cent, but Robert Mugabe takes issue with this figure.

He says the December quarter price index and inflation figure contained many non-recurring items, and should therefore be taken out of the index. In any case, the figure, however, is a record.

Last October the government reversed some of its earlier policies by introducing measures to provide a mild stimulus to the internal economy. This included a 5 per cent tax cut across the board which came into force last month. It also included a number of other measures.

These measures have had a mild effect but no more so. Most effective was government financial aid to provide short-term work for students during the summer vacation, and additional farm labour.

OVERSEAS NEWS

Syrian troops acts in new deep Lebanon clashes

BEIRUT, Feb. 8.

THE second day running of fighting broke out between Syrian troops and Lebanese Christian forces in the eastern suburbs of Beirut, the capital, on Thursday, Feb. 8, according to an official Lebanese news agency.

The fighting broke out in the eastern suburbs of Beirut, the capital, on Thursday, Feb. 8, according to an official Lebanese news agency.

The fighting broke out in the eastern suburbs of Beirut, the capital, on Thursday, Feb. 8, according to an official Lebanese news agency.

Sadat says door still open for Israeli peace talks

WASHINGTON, Feb. 8.

THE WHITE House said today that Egyptian Premier Anwar Sadat had informed President Jimmy Carter that the door remained open for a resumption of the stalled Egyptian-Israeli peace negotiations.

A statement issued after the two Presidents completed talks in the Middle East also said that settlement must be based on an Israeli withdrawal from occupied territory in return for secure and recognised borders.

It disclosed that Mr. Carter had stressed to Mr. Sadat his conviction that Israeli settlements on occupied territory were contrary to international law and an obstacle to peace.

In a reference to political negotiations with Israel which Egypt suspended last month, the White House statement said President Sadat affirmed that he remains open to negotiations and that Egypt will continue to do its part to assure continuity in the negotiating process in an atmosphere conducive to tangible progress.

It was announced earlier that the two Presidents had agreed last weekend that Assistant Secretary of State Alfred Atherton would go to the Middle East soon to resume shuttle diplomacy with the aim of bringing the two sides back to the negotiating table.

The White House said Mr. Carter had reaffirmed the broad principles underlying U.S. participation in the search for peace. It listed these principles as follows:

Kuwait Prince made PM

KUWAIT, Feb. 8.

SHEIKH Saad al Abdallah al Sabah, the Crown Prince of Kuwait, was given the additional title of Prime Minister by the Ruler. This appointment was the first of its kind since the death of the late Ruler Sheikh Sabah al Salem al Sabah. Sheikh Saad is expected to finalise the ministerial team within the next few days.

At the top of the hierarchy two major related issues have to be

Rhodesian nationalists offered new role

By Our Foreign Staff

Britain's Resident Commissioner would be obliged to consult a "governing council" on numerous issues—and might sometimes have to accept its advice—during Rhodesia's transition to independence under modified settlement proposals now being put forward by the U.K. But the Commissioner would still retain total control over the key question of defence and internal security.

These are the central points put forward by Dr. David Owen, the Foreign Secretary, in talks in Malta last week with the Patriotic Front nationalist alliance and subsequently circulated to other parties in the Rhodesia dispute. The text of the additional British proposals, already known in outline, were leaked to Reuters in Salisbury yesterday.

However, the modified British plan is at present somewhat academic, since the parties involved in separate "internal" settlement talks in Salisbury have already dismissed it.

The new British ideas depart from the Anglo-American proposals unveiled last September in one significant respect. Whereas the initial proposals only envisaged the establishment of advisory councils to assist the Rhodesian Commissioner, who would have total power and could ignore their advice, the new suggestions talk of a "governing council".

The new proposals state: "The transitional constitution will establish a governing council which the Resident Commissioner will be obliged to consult in the exercise of his powers, except those relating to certain specified subjects, which will in any case include external affairs, defence and internal security and the recommendations of the electoral commission" which will prepare for pre-independence elections.

"In any case where he is required to consult the council he will be obliged to act in accordance with its advice. If it represents the view of two thirds of its membership (not including the Commissioner) but he will be free to disregard the council's advice where, in his judgment, to act in accordance with it would be inconsistent with the effective discharge of his responsibility for one of the specified matters reserved to him."

The governing council would be empowered to forward draft legislation to the Resident Commissioner, but he would have to agree before this became law.

Below the governing council, the Commissioner would establish committees with responsibilities in specific fields, such as health, education, development and racial discrimination.

The proposed council would be presided over by the Resident Commissioner and would be composed of 10 other members. It is understood that Britain is suggesting four from the Patriotic Front and two from each of three parties involved in the "internal" settlement talks—the Rhodesian Government, Bishop Muzorewa's UANC and the Rev. Sithole's party. There would be no seats for the fourth party in the Salisbury talks, Chief Chirau's ZUPU.

The Patriotic Front has put forward its own proposals for a governing council greatly at variance with the British plan. Under its scheme the Front would have four seats on the council, the Resident Commissioner would have one seat and Rhodesian whites one. There would be no place for other nationalist organisations.

No citizenship for blacks in S. African plan

CAPE TOWN, Feb. 8.

NO BLACK person will have South African citizenship when the Government's homelands policy has gone into effect, Dr. Connie Mulder, the Minister of Bantu (black) Administration, told Parliament here today.

The newly-appointed Minister's statement brought an immediate riposte from the opposition leader, Colin Eglin, who said nothing could pose a greater threat to the country's stability and security than "this dangerous dream."

Dr. Mulder, speaking yesterday in the first parliamentary session since elections last November, said that when the ruling National Party's policy had been carried out fully, it would not be South Africa's responsibility to accommodate blacks politically. He said he did not wish to hide this fact—"that is the mandate we got."

Another opposition figure, Mr. Vause Raw, leader of the small New Republic Party (NRP), interjected: "That's your dream, that's your nightmare."

South Africa has already declared that two black homelands, Transkei and Bophuthatswana, are completely independent countries.

ETHIOPIA'S RUSSIAN-BACKED OFFENSIVE INTENSIFIES

Red Sea port 'under attack'

BY OUR FOREIGN STAFF

ETHIOPIA CARRIED its offensive in the Horn of Africa into Somali territory yesterday with air attacks on the northern regional capital of Hargeisa and the Red Sea port of Berbera, according to the official Somali news agency Soma.

Regional officials reported that four Soviet-made MiG 21's and American-built F-5's strafed the port and two attacked Hargeisa but there were no reports of any casualties. In Washington, the State Department said that Russian pilots were known to be among 1,000 Soviet military personnel in Ethiopia.

The raids were the first reported ones since the start of the major Ethiopian thrust to regain Somali-held territory. It is the second time the Ethiopians have raided Berbera but the seventh attack on Hargeisa. Earlier attacks were sporadic and said to have caused little damage.

Somali officials said the raiders were repulsed by Somali air defences but the raids are further evidence of the total superiority of Ethiopian forces in the air, reinforced, according

to Western intelligence sources, by the arrival of a further 40 in 60 Russian-built aircraft.

The accuracy of the shelling in the latest air raids and the heavy artillery bombardment on Sunday is due to the presence of Russian and Cuban pilots, claim the Somalis.

The Somali forces admit that they have been dislodged from some positions in the Ogaden after the six-month war which left them in command of some 80 per cent of the area but with out the strategically vital towns of Harar and Dire Dawa. The Somalis claimed that 42

Ethiopian tanks of Soviet origin were destroyed in battles to the north of Dire Dawa.

The Western Somali Liberation Front (WSLF) has confirmed earlier reports that the Ethiopian forces had launched a two-pronged offensive out of the ancient city of Harar, which commands the main pass through the mountains, and the industrial centre and airbase of Dire Dawa. It said that its men in the Ogaden made tactical withdrawals under bombardment by jets, tanks, artillery and "Stalin organ" multiple rocket launchers.

John Worrall adds from Nairobi: Brigadier Joseph Garba, Nigerian External Affairs Commissioner took Ethiopian peace proposals to Mr. Siad Barre the Somali president yesterday.

Brigadier Garba is the acting mediator for the Organisation of African Unity. Asked what success he had in mediating he said: "At least both sides are talking to me."

The U.S. and the other four members of the UN Security Council favour an internal African settlement negotiated by the OAU.

revolutionaries and reactionaries" are continuing.

Yesterday, I saw the body of a young man who had been shot in the head and chest lying on the pavement of one of the city's main streets. He had apparently been left there as a warning to others. Each night one can hear a few bursts of gunfire.

Although official figures are not available, diplomatic sources estimate that as many as 700 people have died and several thousands have been arrested in the campaign which is the latest of several in the past year or so. Many of those arrested have reportedly been released, however.

Terror toll put at 700

ADDIS ABABA, Feb. 8.

BY JAMES BUXTON

AN ETHIOPIAN official today rejected claims that human rights had been violated in a campaign of "red terror" which is believed to have led to the deaths of 700 people in Addis Ababa in the past three months.

The red terror campaign was officially declared last November in response to a wave of what is called here "white terror"—a wave of assassinations of Government officials and members of political organisations supporting the ruling military council, or Derg. Though the red terror has diminished in intensity in the past few weeks, the wave of assassinations has continued, according

to Western intelligence sources, by the arrival of a further 40 in 60 Russian-built aircraft.

The accuracy of the shelling in the latest air raids and the heavy artillery bombardment on Sunday is due to the presence of Russian and Cuban pilots, claim the Somalis.

The Somali forces admit that they have been dislodged from some positions in the Ogaden after the six-month war which left them in command of some 80 per cent of the area but with out the strategically vital towns of Harar and Dire Dawa. The Somalis claimed that 42

Ethiopian tanks of Soviet origin were destroyed in battles to the north of Dire Dawa.

The Western Somali Liberation Front (WSLF) has confirmed earlier reports that the Ethiopian forces had launched a two-pronged offensive out of the ancient city of Harar, which commands the main pass through the mountains, and the industrial centre and airbase of Dire Dawa. It said that its men in the Ogaden made tactical withdrawals under bombardment by jets, tanks, artillery and "Stalin organ" multiple rocket launchers.

John Worrall adds from Nairobi: Brigadier Joseph Garba, Nigerian External Affairs Commissioner took Ethiopian peace proposals to Mr. Siad Barre the Somali president yesterday.

Brigadier Garba is the acting mediator for the Organisation of African Unity. Asked what success he had in mediating he said: "At least both sides are talking to me."

The U.S. and the other four members of the UN Security Council favour an internal African settlement negotiated by the OAU.

revolutionaries and reactionaries" are continuing.

Yesterday, I saw the body of a young man who had been shot in the head and chest lying on the pavement of one of the city's main streets. He had apparently been left there as a warning to others. Each night one can hear a few bursts of gunfire.

Although official figures are not available, diplomatic sources estimate that as many as 700 people have died and several thousands have been arrested in the campaign which is the latest of several in the past year or so. Many of those arrested have reportedly been released, however.

Cambodia in new fighting

BANGKOK, Feb. 8.

CAMBODIA REPORTED today it had repelled a major Vietnamese attack across its border and scorned the latest ceasefire call from Hanoi.

In one of the biggest battles in the border war between the two Communist States, Cambodia said several hundred Vietnamese troops were killed or wounded and 17 tanks destroyed yesterday in the Mekong delta.

Phnom Penh Radio said Vietnamese troops were supported by Soviet-built MIG fighter planes and helicopters when they penetrated about 4 kilometres along the Bassac river.

The current account recorded

Australia payments rally

CANBERRA, Feb. 8.

AUSTRALIA had a balance of payments deficit of \$A67m. (\$38.4m.) in the 1977 December quarter, down from a \$A736m. deficit in the September quarter, but up from a \$A89m. deficit in the 1976 December quarter, the Statistics Bureau said today.

The bureau said the trade account showed a surplus of \$A446m. up from a \$A167m. in the September quarter and \$A395m. in the 1976 December quarter. The deficit on invisibles was \$A746m. compared with \$A916m. in the September quarter and \$A666m. in the 1976 December quarter.

The current account recorded

Agencies

Iran spending targets doubt

By Our Own Correspondent

TEHRAN, Feb. 8.

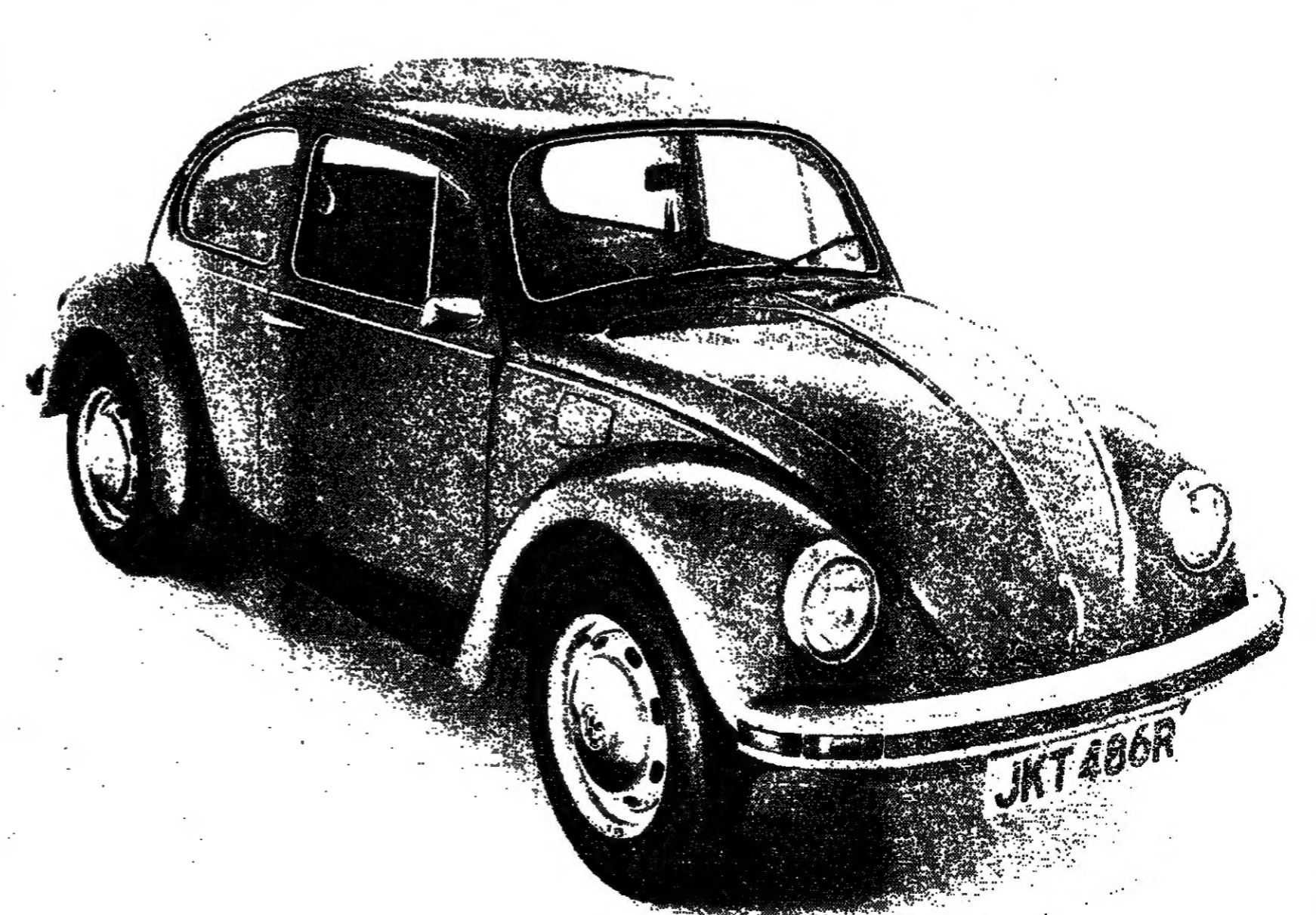
AFTER ANALYSING the huge Iranian deficit budget issued on Sunday, economists and bankers here predict that spending targets are unlikely to be met, and that Iran will not be borrowing as much as the new document indicates.

The national budget for the Iranian year, beginning on March 21, initially surprised Western economists here by calling for borrowings of \$8.7bn., in addition to an unfinanced deficit of \$2bn., as part of a record spending target of \$59.2bn.

Further difficulties arose over the Shah's insistence that the loan be on the same terms as any other loan to the Government when Pakistan agreed to pay each bank a special fee equivalent to a premium of about 1 per cent above current Iranian state risk.

The most hopeful feature in Pakistan's balance of payments account has been the steady increase in remittances from Pakistanis abroad, which are now running at an annual rate of \$1bn. a year, including those as part of foreign exchange receipts, the debt servicing ratio has nonetheless risen from 14 per cent for the 1975 calendar year to about 18 per cent in the current financial year.

HOW DO VOLKSWAGEN MAKE SURE OF A TRANSPORT SERVICE AS RELIABLE AS THIS?



Volkswagen reliability is legendary but even the sturdiest Beetle occasionally needs servicing or parts.

So one thing they can't afford is an unreliable parts delivery service.

That's why they use our National Carriers Contract Service to take containers of parts and accessories from the import point at Ramsgate to their four main warehouses, and from there to 320 country-wide dealers.

Volkswagen have decided that National Carriers Contract Service is the most efficient way of getting their parts to where they're most needed, and we could provide the same service for you.

If you'd like to know more, call Brian Templar on 01-221 7088. He'll tell you how to get the best possible deal on transport and distribution available anywhere. And you can rely on that.



NATIONAL CARRIERS KNOW HOW

Choose Quality. Choose Hyster.

For a profitable difference to your handling operation, choose the truck with the reputation for performance and durability—the truck that's built to quality standards and backed by after-sales service you can depend on. Whatever your application, choose Hyster.

Manufactured in Britain by Hyster. Sold and serviced in Britain by:

Barlow Handling Limited
Head Office: Airedale Estate
Head Office: Tel: 01924 622151
Colindale Division: Watlington Road, Colindale, Tel: 01924 622151

In Ireland by:
A. R. Moller Ltd. Tel: Dublin 554611
Belfast 61 7126 Cork 20825

AMERICAN NEWS

Bill to control exports of nuclear technology passed

BY DAVID BELL

A NEW BILL which sets strict criteria for the export of nuclear technology was overwhelmingly approved by the U.S. Senate yesterday. The House has already approved a similar bill and it is expected to be signed soon by President Carter.

The bill is part of the Carter Administration's effort to control the export of technology in order to reduce the risk of nuclear proliferation. It sets tough export standards to be applied by the Nuclear Regulatory Commission (NRC), but allows the president to override them "in the national interest" if Congress agrees. It also provides for an automatic ban on exports of nuclear technology to countries which develop or test atomic bombs, or help other nations to develop such bombs or weapons.

At the same time, it empowers the President to take part in

negotiations with other countries about the establishment of an international nuclear fuel stockpile which would provide safe supplies for member countries, and thus encourage the acceptance of strict international standards to curb proliferation.

This bill is a cornerstone of the Administration's policy on the spread of nuclear weapons and technology. Senator John Glenn, the floor manager of the bill in the Senate, said last night that it would "reduce the uncertainty surrounding U.S. nuclear export policy."

The Administration also hopes that it will shorten the time needed to obtain Government export approval, but the nuclear industry does not share this optimism.

However, the expected opposition to the bill from the industry did not fully materialise. The industry is still hoping that Congress will agree, in the joint

WASHINGTON, Feb. 8

conference committee between Senate and House, to iron out differences between the versions of the bill which have come from each chamber, to give more power in awarding licences to the State Department than to the NRC, which has traditionally applied tougher criteria than has State.

Once signed into law, the bill would initially do little more than regularise existing nuclear export controls. But, after 18 months, countries receiving nuclear fuels or technology from the U.S. must agree to "full scope" safeguards, including detailed inspection of all their nuclear facilities. At present a number of countries—including India, Israel, and Egypt—refuse to allow such inspection. Under the new U.S. legislation, if they continued to do so, they would risk a ban by Washington on any further nuclear trade with the U.S.

Guatemala favours Belize cession

By Martin Dickson

A PACKAGE of proposals put forward by Britain for a solution to the Belize issue is "broadly acceptable" to Guatemala, which would be prepared to drop any further claim on the colony if an agreement can be reached along the lines suggested by the U.K. This was said yesterday by two Guatemalan Foreign Ministry advisors visiting London.

They indicated that the central suggestion put forward informally by Britain was for the cession of about 300 square miles of land in southern Belize to Guatemala, plus some small offshore islands and a substantial area of sea.

However, Mr. George Price, the Premier of Belize, has repeatedly rejected any cession of land. His stand this week received fresh support from the Prime Ministers of the Bahamas, Barbados, Grenada, Guyana and Trinidad and Tobago.

Mr. Price stressed that it will do no deal which is not approved by the people of Belize. The two Guatemalan officials—Sr. Luis René Mendoza and Sr. Jorge Skinner—said, however, that the Guatemalan negotiating team was waiting to receive a modified set of British suggestions.

These modifications were understood to include a British suggestion raised in talks in Washington last week, for a group of countries to take on responsibility for guaranteeing the territorial integrity of an independent Belize.

The two officials said that their Government was anxious for an early solution to the Belize issue, in the final months of the presidency of Gen. Kjell Laugerud, because a new Government would take office in July and might adopt a tougher stance.

They argued that the fact that a presidential election was to take place shortly was evidence that Guatemala was not a repressive military dictatorship. However, a report released in London this week by the Latin American Bureau research organisation said that part of the motivation behind Guatemalan threats against Belize was the regime's need to "create an issue to distract the Guatemalan people from the repression and injustice in their own country."

The report claimed that Gen. Laugerud had come to office following electoral fraud, and that people who protested against the Government "disappeared" or were tortured and murdered—the victims of "Right-wing death squads" whose activities are officially condoned.

Wallich seeks tax penalty on wage raisers

WASHINGTON, Feb. 8

MR. HENRY WALLICH, a Federal Reserve Board governor, asked the Congressional Joint Economic Committee to consider enacting a tax penalty on U.S. businesses which grant wage increases in excess of a guideline.

Speaking as an individual, and not as a Fed governor, Mr. Wallich detailed an anti-inflation plan which he had devised with Mr. Sidney Weintraub of the University of Pennsylvania. Under the plan, the emphasis would be on restraint of wages, rather than on prices. But, he said, a corporation would have to pay the tax so that evenhandedness was maintained.

Mr. Wallich said that the plan could also be adapted to include a restraint on profits. He should come as the joint economic committee reviewed alternatives to the Carter Administration's proposed anti-inflation programme, which urges only voluntary restraint in wage and price increases.

Agencies

WORLD TRADE NEWS

Eximbank probed on loans for steel, nuclear plants

BY DAVID BELL

THE POLICIES of the U.S. Export-Import Bank, which provides loans and guarantees to countries buying American export, came under investigation today at the start of two days of Congressional hearings into bank loan practices.

This morning a House of Representatives subcommittee concentrated on the bank's loans to a small group of developing nations.

The loans enabled the nations to buy U.S. steel making equipment and develop their own steel industries to the point where the products are competing with those of U.S. steel makers.

Another House subcommittee, however, will examine the bank's policy on South Africa. Last month, a Senate committee called on the Carter Administration, which is reviewing its policy towards the Pretoria Government, to stop Exim bank assistance as part of a campaign of

"economic isolation" of South Africa. The hearing today was also concerned with a \$844m. loan to the Philippines to finance the construction of a nuclear power plant.

It is being challenged by the committee on the grounds that it is being built by a relative of President Ferdinand Marcos and that the proposed site is surrounded by five volcanoes.

But the main interest centred on steel and highlighted what many officials regard as a growing problem in international trade.

Eximbank was set up after the war to provide more jobs for U.S. workers by guaranteeing loans to countries to enable them to buy American plant equipment and products.

Committee staff say that the bank has been lending money to developing countries to build plants which are having the

opposite effect. In the past five years Eximbank has given some \$400m. to several nations which are on the verge of becoming a major threat to the domestic steel industry. They include Mexico, Brazil, Argentina and Taiwan.

Mr. Clarence Long, the chairman of the subcommittee, said that there was no doubt that American support for steel projects in those and other countries had been a major factor in the huge rise in U.S. steel imports.

A case in point is that of a proposed steel mill in Trinidad. The government wants more than \$150m. of Eximbank finance to help build the plant and aim its products at the American market.

The staff say that the threat of the plant has cost at least 400 U.S. steel workers their jobs.

S. Korea to ease import cur

SEOUL, Feb. 8

SOUTH KOREA has set special government bodies to study import liberalisation of the Communist Industry Ministry said. A decision to appoint a committee was made at a meeting of economic ministers earlier week.

The committee, which has its first meeting later this month, will lay down lines and select items on which to ease import restrictions.

On a customs clearance, the Government plans to increase imports to \$15m. from \$10.5m. last year.

Foreign Exchange Bank rose 45 per cent. to \$4.40 at the end of 1977, compared with 1976.

Reuter

Ford to appeal against damages

BY JOHN WYLES

NEW YORK, Feb. 8

FORD MOTOR Company is to appeal against a \$128.5m. damages award in California stemming from a car accident in 1972 in which one person was killed and another severely burned.

The award was one of the highest ever in a personal liability case, and a Ford spokesman claimed yesterday that it was "so unreasonable and unwarranted that it won't be upheld." The damages were assessed by a jury yesterday in Orange County Superior Court in southern California. Ford says it plans to ask the judge to overturn the judge-

ment, reduce the damages or to order a new trial.

The case was brought on behalf of the families of two passengers who were in a Ford Pinto which was hit in the rear after falling on a freeway near San Bernardino, California. In the subsequent fire, the driver Mrs. Lily Gray (aged 52), was killed and her passenger, Richard Grimshaw (aged 13), suffered burns over 80 per cent. of his body.

According to the plaintiff's attorney, the passenger has undergone 60 operations and may need another 30. The extent of the boy's facial scarring was evident

from television coverage last night.

The court jury awarded him \$2.5m. in compensatory damages and \$126.5m. in punitive damages. Mrs. Gray's family was awarded \$860,000 in compensatory damages.

The plaintiffs alleged that Ford had internal test results which revealed that there was a safety risk attached to the design of Pinto fuel tanks, but nothing was done to remedy the problem. Ford argued yesterday, however, that the 1972 Pinto "met all applicable federal safety standards" and that it was not defective in design or construction.

They argued that the fact that a presidential election was to take place shortly was evidence that Guatemala was not a repressive military dictatorship. However, a report released in London this week by the Latin American Bureau research organisation said that part of the motivation behind Guatemalan threats against Belize was the regime's need to "create an issue to distract the Guatemalan people from the repression and injustice in their own country."

The report claimed that Gen. Laugerud had come to office following electoral fraud, and that people who protested against the Government "disappeared" or were tortured and murdered—the victims of "Right-wing death squads" whose activities are officially condoned.

The two officials said that their Government was anxious for an early solution to the Belize issue, in the final months of the presidency of Gen. Kjell Laugerud, because a new Government would take office in July and might adopt a tougher stance.

They argued that the fact that a presidential election was to take place shortly was evidence that Guatemala was not a repressive military dictatorship. However, a report released in London this week by the Latin American Bureau research organisation said that part of the motivation behind Guatemalan threats against Belize was the regime's need to "create an issue to distract the Guatemalan people from the repression and injustice in their own country."

The report claimed that Gen. Laugerud had come to office following electoral fraud, and that people who protested against the Government "disappeared" or were tortured and murdered—the victims of "Right-wing death squads" whose activities are officially condoned.

The two officials said that their Government was anxious for an early solution to the Belize issue, in the final months of the presidency of Gen. Kjell Laugerud, because a new Government would take office in July and might adopt a tougher stance.

They argued that the fact that a presidential election was to take place shortly was evidence that Guatemala was not a repressive military dictatorship. However, a report released in London this week by the Latin American Bureau research organisation said that part of the motivation behind Guatemalan threats against Belize was the regime's need to "create an issue to distract the Guatemalan people from the repression and injustice in their own country."

The report claimed that Gen. Laugerud had come to office following electoral fraud, and that people who protested against the Government "disappeared" or were tortured and murdered—the victims of "Right-wing death squads" whose activities are officially condoned.

The two officials said that their Government was anxious for an early solution to the Belize issue, in the final months of the presidency of Gen. Kjell Laugerud, because a new Government would take office in July and might adopt a tougher stance.

They argued that the fact that a presidential election was to take place shortly was evidence that Guatemala was not a repressive military dictatorship. However, a report released in London this week by the Latin American Bureau research organisation said that part of the motivation behind Guatemalan threats against Belize was the regime's need to "create an issue to distract the Guatemalan people from the repression and injustice in their own country."

The report claimed that Gen. Laugerud had come to office following electoral fraud, and that people who protested against the Government "disappeared" or were tortured and murdered—the victims of "Right-wing death squads" whose activities are officially condoned.

The two officials said that their Government was anxious for an early solution to the Belize issue, in the final months of the presidency of Gen. Kjell Laugerud, because a new Government would take office in July and might adopt a tougher stance.

They argued that the fact that a presidential election was to take place shortly was evidence that Guatemala was not a repressive military dictatorship. However, a report released in London this week by the Latin American Bureau research organisation said that part of the motivation behind Guatemalan threats against Belize was the regime's need to "create an issue to distract the Guatemalan people from the repression and injustice in their own country."

The report claimed that Gen. Laugerud had come to office following electoral fraud, and that people who protested against the Government "disappeared" or were tortured and murdered—the victims of "Right-wing death squads" whose activities are officially condoned.

The two officials said that their Government was anxious for an early solution to the Belize issue, in the final months of the presidency of Gen. Kjell Laugerud, because a new Government would take office in July and might adopt a tougher stance.

They argued that the fact that a presidential election was to take place shortly was evidence that Guatemala was not a repressive military dictatorship. However, a report released in London this week by the Latin American Bureau research organisation said that part of the motivation behind Guatemalan threats against Belize was the regime's need to "create an issue to distract the Guatemalan people from the repression and injustice in their own country."

The report claimed that Gen. Laugerud had come to office following electoral fraud, and that people who protested against the Government "disappeared" or were tortured and murdered—the victims of "Right-wing death squads" whose activities are officially condoned.

Tokyo, Peking technology talks

BY CHARLES SMITH

TOKYO, Feb. 8

NIPPON STEEL, Japan's largest steel maker, confirmed that it will send two technical missions to China later this month to discuss know-how exchanges with Chinese steel industry.

The first mission, leaving next Monday will discuss the supply of technology for an integrated steel plant which China is believed to be planning near Shanghai.

The second mission, leaving on February 20, will visit the Anshan works, in the north east, and will discuss renovation of existing inland steel works.

Japan is the main exponent of large-scale steel manufacture on coastal sites and almost certainly holds the key to the success of China's plans for building such a plant near Shanghai. The Japanese press has begun publishing estimates of the total cost of the Shanghai plant and the amount of exports that it

might generate from Japan. One estimate says that the 6m. ton plant would cost around \$500m.

It seems certain that China is aware of the need to modernise its steel industry and would like Japan to help.

Nippon Steel was the main supplier of a rolling mill and silicon sheet mill bought by China in 1974. The installation of it is almost complete.

But Nippon's rivals in the industry claim that the contract price was below commercially attractive levels.

Price will be a crucial factor in negotiations on future steel plant exports.

The U.S. has approved the sale of three Japanese computers to China, but is insisting on a number of safeguards.

The U.S. Embassy did not give details but it is understood that the conditions include a reduction in the computers' capacity to ensure they could not be put to military use.

The U.S. also insists that the computers be manned for the first three years by Japanese technicians, and after that China submit three-monthly reports to the manufacturers on the machines' programming, one source said.

China in 1974. The installation of it is almost complete.

But Nippon's rivals in the industry claim that the contract price was below commercially attractive levels.

Price will be a crucial factor in negotiations on future steel plant exports.

The U.S. has approved the sale of three Japanese computers to China, but is insisting on a number of safeguards.

The U.S. Embassy did not give details but it is understood that the conditions include a reduction in the computers' capacity to ensure they could not be put to military use.

The U.S. also insists that the computers be manned for the first three years by Japanese technicians, and after that China submit three-monthly reports to the manufacturers on the machines' programming, one source said.

The U.S. Embassy did not give details but it is understood that the conditions include a reduction in the computers' capacity to ensure they could not be put to military use.

The U.S. also insists that the computers be manned for the first three years by Japanese technicians, and after that China submit three-monthly reports to the manufacturers on the machines' programming, one source said.

Japan to build U.K. designed trucks

BY KENNETH GOODING, INDUSTRIAL CORRESPONDENT

PRODUCTION of British-designed lift trucks in Japan will begin this summer under the terms of a licensing deal between LancerBos of the U.K. and Japan Steel Works.

Pre-production models rolled off the assembly line this week and full-scale assembly starts in May or June.

JSW will be making the smaller-capacity lift trucks, from two to seven tons capacity, and LancerBos hopes that this will eventually create demand for the

bigger machines — capable of lifting up to 60 tons — which are assembled at Leighton Buzzard.

The Japanese group, one of the leading integrated producers and fabricators of steel in Japan, will produce a range of lift trucks, ranging from steel tankers and forgers to industrial machinery, also specialises in the production of high quality large-sized items such as generator rotor shafts for power stations and reactors for nuclear power, and chemical and petrochemical plants. Sales top £200m. a year.

It approached LancerBos about a licensing deal after the U.K. concern won its fifth Design Council Award last year — the award went to the LancerBos 300 and 700 slide lifts with capacities from 3,000 kg to 7,500 kg.

This is the sixth licensing arrangement completed by LancerBos to cover markets which are either completely closed to trucks exported from Britain, or are too far away to make the export of smaller and less-expensive vehicles worthwhile.

It approached LancerBos about a licensing deal after the U.K. concern won its fifth Design Council Award last year — the award went to the LancerBos 300 and 700 slide lifts with capacities from 3,000 kg to 7,500 kg.

This is the sixth licensing arrangement completed by LancerBos to cover markets which are either completely closed to trucks exported from Britain, or are too far away to make the export of smaller and less-expensive vehicles worthwhile.

It approached LancerBos about a licensing deal after the U.K. concern won its fifth Design Council Award last year — the award went to the LancerBos 300 and 700 slide lifts with capacities from 3,000 kg to 7,500 kg.

This is the sixth licensing arrangement completed by LancerBos to cover markets which are either completely closed to trucks exported from Britain, or are too far away to make the export of smaller and less-expensive vehicles worthwhile.

New Leyland drive into Europe

BY STUART ALEXANDER

AMSTERDAM, Feb. 8

LEYLAND is to devote more resources to marketing its truck under 5,000 in 1977. It is aiming to increase its dealer and service network to 450 outlets over the next three years from its present 300.

Speaking at the opening of the RAI Commercial Vehicle Exhibition, he said: "Leyland's European companies are only at the beginning of a programme which will involve increasing the number of markets where Leyland commercial vehicles are sold."

This in turn will involve building up a strong and professional dealer network across Europe.

Leyland has increased Euro-

pean commercial vehicle sales from 1,700 units in 1976 to just under 5,000 in 1977. It is aiming to increase its dealer and service network to 450 outlets over the next three years from its present 300.

Speaking at the opening of the RAI Commercial Vehicle Exhibition, he said: "Leyland's European companies are only at the beginning of a programme which will involve increasing the number of markets where Leyland commercial vehicles are sold."

This in turn will involve building up a strong and professional dealer network across Europe.

Leyland has increased Euro-

pean commercial vehicle sales from 1,700 units in 1976 to just under 5,000 in 1977. It is aiming to increase its dealer and service network to 450 outlets over the next three years from its present 300.

Speaking at the opening of the RAI Commercial Vehicle Exhibition, he said: "Leyland's European companies are only at the beginning of a programme which will involve increasing the number of markets where Leyland commercial vehicles are sold."

This in turn will involve building up a strong and professional dealer network across Europe.

Leyland has increased Euro-

Insurance for exports up

LONDON, Feb. 8

WEST GERMAN companies have raised their export insurance rates by 25 per cent. since 1976, the economy ministry said.

The ministry said material value of the export insured totalled DM23.7bn. in 1976, compared with DM20.2bn. in 1975.

Applications were received for 28,300 projects for a total of 3.7 per cent. The ministry said greatest share of outstanding guarantees are with 0 nations comprising 42.7 per cent. or DM25.9bn.

Guarantees on exports Eastern Bloc countries some £113.3bn. or 17.4 per cent. last year's total of £19.9 per cent. share in 1976.

Mideast hotel food supplies

Financial Times Reporter

COBELLON OF THE U.K. has been awarded a \$55,000 contract to supply all the start-up food for Holiday Inn's a five-star hotel which opens, Sharjah in the United Arab Emirates, on March 1. It supplies include dry goods, frozen foods as well as meat—Scottish Angus beef which will be air-freighted.

Since it was set up four years ago, Cobellon has become a major supplier of foodstuffs to hotels in the Middle East including several in the Gulf, Hilton, Intercontinental, Ramada and Sheraton chains. The bulk of its business, which has been produced at a profit of around £2m, is supplied fresh meat to hotels in the Mideast area, the meat being provided by Phillips Butch (Twickenham).

Poland seeks \$250m. credit

ROME, Feb. 8

POLAND is seeking a further \$250m. trade credit to finance imports from Italy, West Germany and France.

Contract has been awarded to the Italian firm, RAI, colour television sets and transmitters, totalling £1m.

Contract has been awarded to the Italian firm, RAI, colour television sets and transmitters, totalling £1m.

Contract has been awarded to the Italian firm, RAI, colour television sets and transmitters, totalling £1m.

Contract has been awarded to the Italian firm, RAI, colour television sets and transmitters, totalling £1m.

Contract has been awarded to the Italian firm, RAI, colour television sets and transmitters, totalling £1m.

Contract has been awarded to the Italian firm, RAI, colour television sets and transmitters, totalling £1m.

Contract has been awarded to the Italian firm, RAI, colour television sets and transmitters, totalling £1m.

Contract has been awarded to the Italian firm, RAI, colour television sets and transmitters, totalling £1m.

Contract has been awarded to the Italian firm, RAI, colour television sets and transmitters, totalling £1m.

Contract has been awarded to the Italian firm, RAI, colour television sets and transmitters, totalling £1m.

BOOM AT PUNTA DEL ESTE

Foreigners spend in Uruguay resort

BY ROBERT LINDLEY IN BUENOS AIRES

PUNTA DEL ESTE—East Point. The Atlantic resort 85 miles east of Montevideo in Uruguay—is not only undergoing a building boom without precedent, it is also the spot where land values have increased more than anywhere else on earth in the last two years.

Statistics speak for themselves. On the 20-block-long punta, or headland, itself, which offers an excellent view of the River Plate estuary, the price of building sites has increased six-fold since the end of the 1975-76 summer holiday season.

The red-roofed chalets which once characterised the headland have all but disappeared to make way for blocks of flats—which, from last September are prohibited by ordinance to rise higher than three storeys. A \$70,000 Punta del Este chalet, and the land on, sells for as much as \$450,000—for the value of the land only, of course. A \$1,000 a square metre is the current price for a headland site.

Several factors have converged to create the Punta del Este boom—social, political and economic. Walter Pintos Rissso, a former (1967-1972) public works minister of Uruguay who is today the biggest builder in Punta del Este, explains why.

"A kind of lethargy which settled on the resort after 1971 was dispatched by a sudden affluence of investors, especially European investors," Sr. Rissso says.

"Prices were low, considering what Punta del Este has to offer. Also the exchange market was freed in Argentina. A buyer's market came into being. Punta del Este was sleeping and woke up two years ago."

As for the European investors, another Punta del Este builder, Alberto Muscarello, says they are mostly Germans and Italians.

Statistics speak for themselves. On the 20-block-long punta, or headland, itself, which offers an excellent view of the River Plate estuary, the price of building sites has increased six-fold since the end of the 1975-76 summer holiday season.

The red-roofed chalets which once characterised the headland have all but disappeared to make way for blocks of flats—which, from last September are prohibited by ordinance to rise higher than three storeys. A \$70,000 Punta del Este chalet, and the land on, sells for as much as \$450,000—for the value of the land only, of course. A \$1,000 a square metre is the current price for a headland site.

Several factors have converged to create the Punta del Este boom—social, political and economic. Walter Pintos Rissso, a former (1967-1972) public works minister of Uruguay who is today the biggest builder in Punta del Este, explains why.

"A kind of lethargy which settled on the resort after 1971 was dispatched by a sudden affluence of investors, especially European investors," Sr. Rissso says.

"Prices were low, considering what Punta del Este has to offer. Also the exchange market was freed in Argentina. A buyer's market came into being. Punta del Este was sleeping and woke up two years ago."

As for the European investors, another Punta del Este builder, Alberto Muscarello, says they are mostly Germans and Italians.

Statistics speak for themselves. On the 20-block-long punta, or headland, itself, which offers an excellent view of the River Plate estuary, the price of building sites has increased six-fold since the end of the 1975-76 summer holiday season.

The red-roofed chalets which once characterised the headland have all but disappeared to make way for blocks of flats—which, from last September are prohibited by ordinance to rise higher than three storeys. A \$70,000 Punta del Este chalet, and the land on, sells for as much as \$450,000—for the value of the land only, of course. A \$1,000 a square metre is the current price for a headland site.

Several factors have converged to create the Punta del Este boom—social, political and economic. Walter Pintos Rissso, a former (1967-1972) public works minister of Uruguay who

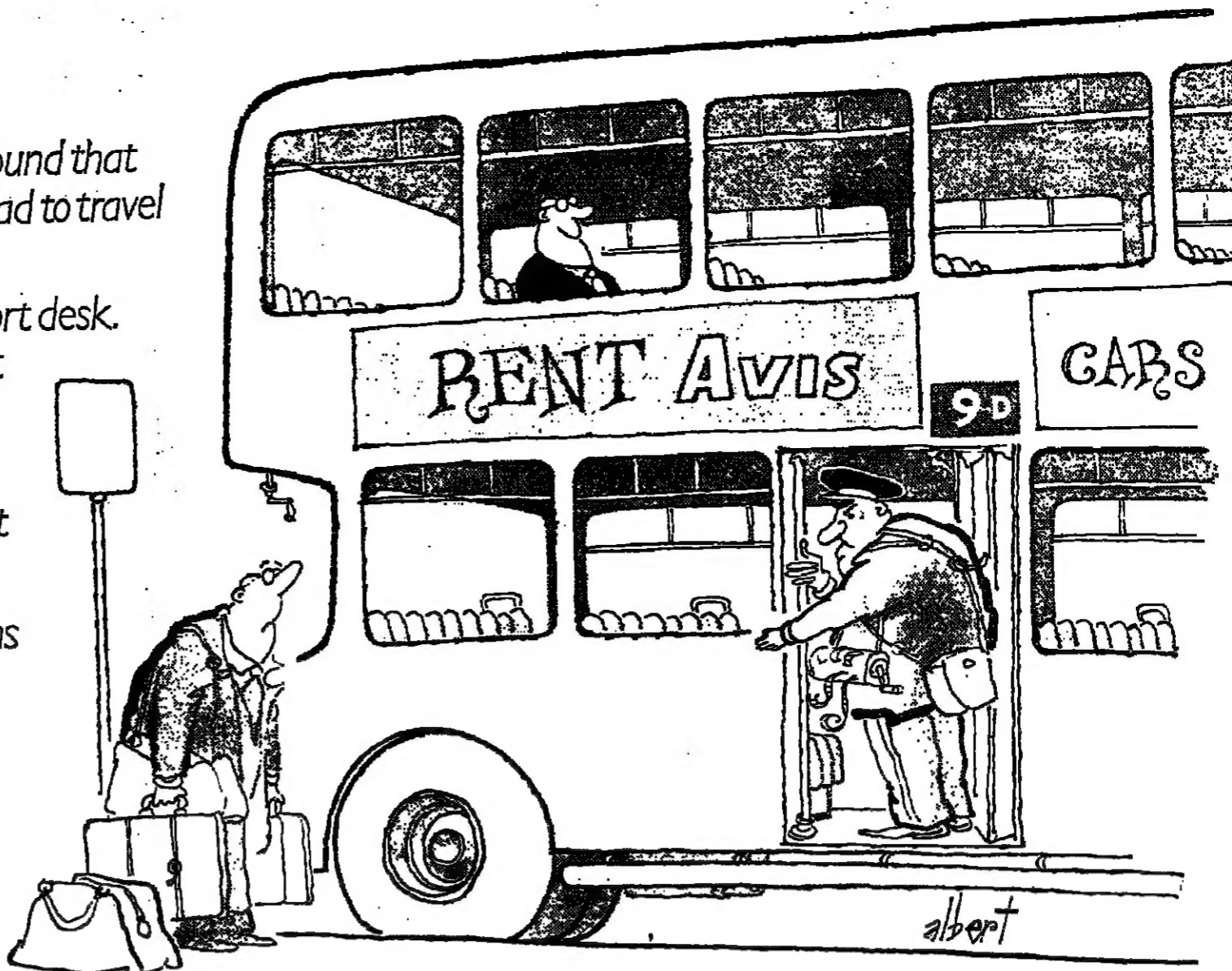
Like the time an Avis manager, returning from abroad, found that car had been rented out due to a sudden demand for cars, and had to travel home by public transport.

Like the time a customer turned up at our Glasgow airport desk, was in a panic because he was late for a lecture he was giving at University. No Avis car was available, so one of our Avis girls lent her own for the evening.

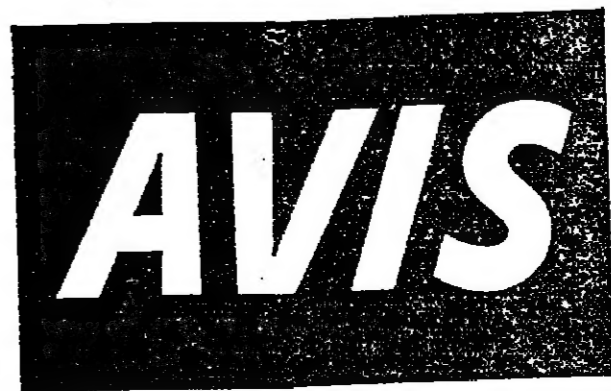
Like the way we have nearly 70 offices dotted throughout the country, most at major cities.

Like the fact we have more cars at more airport locations (in all) than any other car rental company.

At Avis, we really do try harder.



No one tries harder than Avis.



We rent Chrysler and other fine cars.

HOME NEWS

Shell-Esso move toward Cormorant development

BY RAY DAFTER, ENERGY CORRESPONDENT

SHELL and Esso have taken an important step towards the development of the North Cormorant oil field north-east of the Shetland Islands.

The companies are expected to spend £500m on exploiting the northern field which should begin producing Britain's offshore oil production late in 1981 or 1982.

Although the Boards have yet to sanction the project, it has been decided to commission CJB-Earl and Wright to design a steel production platform.

If plans are approved by the Department of Energy the order for the £50m platform-support structure should be awarded late this year. It is thought that the work could go to a Scottish builder.

Shell, who has also used concrete platforms for exploiting oil reserves in northern waters, said yesterday that a steel structure was now being evaluated because of the characteristics of North Cormorant and because of seabed conditions.

The steel platform will be pinned to the sea-bed, in a depth

of 160 metres of water, with large piles. It is expected that the platform will be floated in its location on a barge and installed in late 1980 or early 1981.

North Cormorant is rated as a medium-sized field by North Sea standards. Its estimated recoverable reserves are some 400m barrels, while peak output should be around 180,000 barrels a day.

Oil from the field will be transported to Sullom Voe in the Shetland Islands via the Brent pipeline network. It will be carried a few miles in a spur line to the Cormorant field platform where it will be mixed with oil from other fields, including Brent, Dunlin, Murchison, and Tiddie.

Shell and Esso, partners in North Sea operations, are among the busiest operators in the U.K. offshore sector. Apart from developing Brent, Cormorant, Dunlin, and Auk fields, they have recently committed themselves to exploiting the Fulmar field in the central North Sea.

Meanwhile Pan Ocean Oil

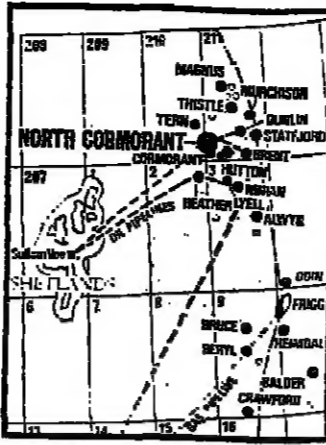
Corporation, a Marathon Oil subsidiary, has released details of two encouraging oil wells sunk on the Brae field structure in block 16/7.

Well number 10 drilled in the block, tested five intervals within an 867 feet gross section of oil-bearing rock. Production tests of three of the intervals produced flow rates of 3,750, 5,950 and 2,560 barrels of oil a day respectively. Tests of the other two intervals were conducted for reservoir engineering purposes; these yielded only small volumes of oil.

The eleventh well drilled in the block was also sunk on the southern portion of the Brae structure. This produced even more encouraging results.

Production tests were conducted on five intervals within an 837 feet gross hydrocarbon section. These flowed at maximum rates of 740, 5,704, 3,958, 6,643 and 7,073 barrels of oil a day respectively. There was a large amount of gas found in both wells.

Pan Ocean said that a twelfth well would be drilled on the



South Brae structure as a continuation of the evaluation programme.

The group is operator for a consortium that includes Ashland Oil, British National Oil Corporation, Bow Valley Exploration, Canadian Ashland Oil, Louisiana Land and Exploration, Saga Petroleum, Siebens and Gas, and Sunningdale Oils.

Minister's bid to reassure business community

By Peter Riddell, Economics Correspondent

AN ATTEMPT to improve the relationship between Government and industry was made last night by Mr. William Rodgers, the Transport Secretary.

He said that "industry must recognise the legitimacy of a Government's role in its affairs, while at the same time Government must not define and exercise that role as not to hamper business efficiency."

Mr. Rodgers, who was speaking at the annual dinner of the Institute of Petroleum, argued that the Government's industrial policies, including proposals for industrial democracy and planning agreements, were intended to promote fruitful co-operation.

He also defended the Government's stance on pay sanctions which highlighted "the need to think carefully about relationships and roles."

Mr. Rodgers pointed out that "The national interest, as the Government is entitled to define it, does not always lead itself to such precision. The management of the economy requires executive action. This is particularly so when there is an overwhelming need to bring high and unacceptable levels of inflation under control."

Throughout the speech, he tried to answer industry's concern about Government intentions, arguing that a massive volume of industrial investment will continue to be privately managed and funded.

"It means that the decision about which goods to produce and market, where, and how intensively will be taken within the firm as a response to consumer needs. It means that our tax system must be made to recognise the role of initiative and enterprise."

"Above all, we must welcome profits as a good thing, as long as they are not achieved by any abuse of monopoly power."

He said he could not see why industry should be a reluctant partner in planning agreements "if they are approached as a means of deepening and formalising the close relationships which already exist between government departments and individual firms."

Mason plea to companies on Ulster economy

BY ANTHONY MORETON, REGIONAL AFFAIRS EDITOR

A STRONG plea for business to with the overall figure of 145 in invest more in Northern Ireland the U.K.

As part of his campaign to boost the province's economy Mr. Mason visited the U.S. at the end of last year to seek support and persuade Du Pont not to shut a factory in Londonderry.

Mr. Mason reported that last year's total investment in manufacturing industry in Northern Ireland from public and private sources was almost £170m.

Future investment commitments in the same year amounted to a further £27m. "These are no mean achievements, and they add up to a picture of continuing economic vitality," he said.

The Secretary of State admitted that the province's image of violence was a deterrent to the potential investor and that only the most attractive incentives would induce them to invest in the province.

"Northern Ireland needs, and can absorb, a major injection of new manufacturing investment. Government has been doing all it can and will continue to make every effort to create the environment in which industry can operate profitably in the region."

"At the same time, private industry must play its part. I hope U.K. last year 91 days were lost in consistently better than in the U.K. for every 1,000 workers through industrial stoppages compared

Inflation levels out at 6%

By Elinor Goodman, Consumer Affairs Correspondent

FURTHER SIGN that the underlying rate of inflation has stopped falling and has reached a plateau at around 6 per cent came yesterday in the Office for National Statistics' index.

The figures, which include a warning from the Institute of Purchasing and Supply about big price rises, were accompanied by a statement from Mr. Charles Williams, the commission's chairman, about the implications for prices of wage settlements exceeding Government guidelines.

Settlements outside the guidelines would lead to companies notifying price increases to recover the costs incurred. This would lead, in turn, to a rise in the index, he said.

The index is based on price rises notified to the commission. It usually gives advance warning of three to four months of movements in the Retail Price Index. The rate of increase fell steadily from the nine months to November.

The underlying rate in December showed a small rise which was maintained in January. In the six months to the end of January, the index rose by 2.3 per cent.

Expressed as an annual rate, these six-month figures mean that the rate of increase in the index is now running at 6 per cent—the same as in December. The number of individual price rises notified last month was slightly down on December.

The Institute of Purchasing and Supply, which represents buyers in large companies, said yesterday that, in spite of the Government's apparent optimism about inflation, its own figures still made worrying reading.

The number of price rises notified to its members was 10.16 per cent, against 8.2 per cent in December.

The institute's figures are not weighted to take account of the importance of the price rises notified or of prices which do not go up as they give a cruder picture of what is happening to inflation.

The levelling-off in the underlying rate of inflation in the Price Commission's index is similar to that shown by the Wholesale Order Price Index published earlier this week.

The Government has agreed that profit limits on retailers' margins on coffee should be dropped two months early in view of the falling retail price of instant coffee.

Last September, the trade agreed to limit its gross margins on certain big selling coffee brands for two sides have now agreed that there is no point in continuing the scheme.

Engineers split over registration

By Kenneth Gooding, Industrial Correspondent

SIR MONTY FINNISTON'S Government-sponsored Committee of Inquiry into the engineering profession has received conflicting recommendations from three major institutions about the statutory registration of chartered engineers.

This became clear yesterday after the Institution of Civil Engineers gave some details of its evidence to the Finnieston Committee and said that it had major reservations.

The two other main professional engineering institutions have come out strongly in favour of statutory registration but differ on how it should be regulated. The Institution of Mechanical Engineers suggested that compulsory registration should be supervised by the Council of Engineering Institutions.

The Institution of Electrical Engineers, in what was widely considered to be a snub to the C.E.I., insisted on independent supervision.

In its evidence, the Civil Engineers' institution stated that the major consideration must be the competence of professional engineers. Other factors—such as the improvement of image and status which might arise from statutory registration—are of secondary importance.

It does not turn its back on the registration concept but suggests that supervision should be by the C.E.I. The civil engineers feel that an independent supervisory body would have trouble finding enough people competent to judge professional engineering standards.

Recession cuts State revenue

By Peter Riddell, Economics Correspondent

THE RECESSION in the economy probably has accounted for more than a third of the recent public sector deficit by cutting revenue and boosting expenditure, according to a Treasury estimate published yesterday.

For the first time the Treasury has attempted to show the detailed impact on public sector finances of changes in the level of economic activity. But it remains sceptical about the usefulness of the adjustment, especially any precise calculations.

The idea of a full employment budget balance has been widely urged by academic economists and other commentators, including the National Institute, as a measure of the underlying stance of the Government's fiscal policy.

The Treasury develops the concept of a standardised budget balance based on a constant level of employment not necessarily equivalent to full employment. This measures the balance which would occur with the same nominal tax rates and public spending plans if private sector demand was just sufficient to hold activity at a constant level.

The illustrative estimates have been calculated for 1978 on the assumption of a level of activity consistent with 3 per cent unemployment, rather than 5.4 per cent, average in fact.

This shows that receipts would have been about £3.5bn. higher, mainly through a rise in personal tax and expenditure tax revenue, while public spending would have been about £400m. lower.

So, the public sector deficit would have been about £3bn. less than the figure of £3.3bn. actually recorded.

This is revealed in an article in the Treasury's monthly Economic Progress Report, based on a Treasury Working Paper.

Investment in energy projects to remain at £3.7bn. a year

BY RAY DAFTER, ENERGY CORRESPONDENT

ENERGY investment in the U.K. is expected to remain about £3.7bn. a year for the next few years, according to a Government report.

After declining slightly in the early 1980s, spending on energy projects should rise again to more than £5bn. a year in the 1990s.

The figures, all in September 1978 prices, are in a report to be discussed by the Energy Commission on Monday. Energy investment, which accounted for 3.25 per cent of the gross domestic product in 1978-79, should return in the late 1980s to the annual average level of 2 to 2.5 per cent of GDP prevailing in the period from 1960 to 1973.

Although spending on offshore oil and gas production is likely to decline significantly by the mid-1980s investment in the electricity supply industry will more than compensate.

For example, spending on oil and gas production (excluding British Gas Corporation's offshore investment) is now running at some £2bn. a year.

By the mid-1980s offshore work could be accounting for less than £1bn. annually, at 1978 prices. But investment in electricity generation—£570m. in the current financial year—is expected to rise to over £2.5bn. in the mid-1990s.

The report says that in reaching towards a long-term energy policy there will be choices between various strategies and an important factor will be the total cost of developing different energy resources.

For the first time Government spending projections include investment in a North Sea gas-gathering system. Such a network of gas-collecting pipelines could cost between £2bn. and

£5bn., depending on the complexity of the system.

In addition it is estimated that if the Government agrees to the construction of a Severn Barrage electricity generation scheme, the cost could be in the region of £3bn. to £4bn.

Another report to the Commission states that energy prices should reflect long-term trends in costs in order to guide customers on equipment investment and indicate to energy producers the amount of production capacity needed.

The report says that the role of prices is to reflect in energy demand the changes that are taking place in the costs and pattern of production. They should neither stimulate additional production capacity or demand in areas where it cannot be sustained, nor force contraction in

areas where it would later be needed.

The Commission is likely to spend some time discussing the relative prices of various fuels. Once again the pricing policies of British Gas will probably be called into question by those in the electricity and coal industries.

Coal and electricity producers have claimed that gas is being sold too cheaply and that in order to maintain more of a competitive balance and to encourage conservation gas prices should be increased.

British Gas has strongly opposed such a move, however, maintaining that it is charging realistic prices.

Energy Investment, Energy Commission Paper No. 7, and Energy Pricing Principles, Energy Commission Paper No. 8, Department of Energy.

the key factors for nuclear power stations are construction costs and the performance of the station.

The department says nuclear power stations must have an advantage over coal-fired stations in the future unless cost factors are kept very low.

To arrive at a comparison between coal and nuclear station costs the department considered the investment decision on a single imaginary power station looking at alternative nuclear and coal designs.

The report concludes that nuclear is a less established technology and is more dependent upon achieving its design performance.

The report stresses that, although coal and nuclear are treated in the analysis as alternative fuels, they are being treated as complementary fuels in the Government's power policy.

Coal and Nuclear Power Station Costs, Energy Commission Paper No. 6.

Production of beer falls

BEER PRODUCTION fell for the first time since 1965 last year. The fall was 0.6 per cent, on the record 1976 level to 39.55m. bulk barrels or 11.48bn. pints, writes Kenneth Gooding.

This is more or less in line with a Brewers' Society forecast made in January last year that output would fall about 1 per cent.

Production received a boost in the last two months of 1977 because there was some stockpiling ahead of price increases expected early this year and this distorted the outcome to some extent.

The Society is looking for an increase in output in 1978, particularly towards the end of the year, as long as there is no rise in beer duty or VAT and the Chancellor reduces direct taxation, thus putting more spare cash in people's pockets.

Production of beer falls

BEER PRODUCTION fell for the first time since 1965 last year. The fall was 0.6 per cent, on the record 1976 level to 39.55m. bulk barrels or 11.48bn. pints, writes Kenneth Gooding.

This is more or less in line with a Brewers' Society forecast made in January last year that output would fall about 1 per cent.

Production received a boost in the last two months of 1977 because there was some stockpiling ahead of price increases expected early this year and this distorted the outcome to some extent.

The Society is looking for an increase in output in 1978, particularly towards the end of the year, as long as there is no rise in beer duty or VAT and the Chancellor reduces direct taxation, thus putting more spare cash in people's pockets.

Both Mr. Altman, 59, and his partner, Mr. Robert Carver, 31, have denied conspiring with Mr. Binstock and others to conceal the name of Binstock in our answers to the Treasury.

Mr. Altman said his firm took legal advice after the Treasury started to make inquiries into transactions involving companies controlled by Mr. Binstock. "In the eyes of our lawyers, it was not thought necessary to include the name of Mr. Binstock in our answers to the Treasury."

He was being questioned by Mr. Michael Worsley, prosecuting, as to why no one in the firm of Lewis Altman and Company disclosed that Mr. Binstock was the "evil genius" behind a revol-

Plant to close as ICI alters market priority

BY KEVIN DONE, CHEMICALS CORRESPONDENT

IMPERIAL Chemical Industries is to close down a plastics intermediate plant at Burn Hall in Lancashire at the end of the year because of ICI's decision to pull out of the market for toluene di-isocyanate, the key intermediate for the production of flexible polyurethane foams.

The plant, which has a capacity of 15,000 tonnes a year, has fallen behind the economic size of world-scale plants.

There are about 20 other manufacturers of TDI around the world with the West German major, Bayer, holding about one-third of installed world capacity. The market is currently suffering from over-capacity and depressed prices.

Rather than continuing to compete with small resources, ICI has decided to concentrate its efforts in this sector on MDI (methylenediphenyl diisocyanate), the intermediate chemical for rigid polyurethane foams.

The Burn Hall TDI plant near Fleetwood, which is to close, represents only about 3 per cent of world capacity. But ICI estimates that it currently holds

about 20 per cent of the world's capacity for MDI with plants at Maydon in Northern Ireland, Rosendburg, Holland and at a recently modernised 40,000 tonnes a year plant at Burn Hall.

Rigid polyurethane foam markets have been growing far more quickly than the markets for flexible foams, with new applications appearing in the building, construction and auto mobile industries. World MDI demand could be 500,000 tonnes by 1980.

ICI's decision to close the TDI plant leaves Du Pont as the sole supplier in the UK from its plant at Maydon in Northern Ireland. About 100 people are employed at the plant scheduled for closure, but ICI said yesterday that there will be no enforced redundancies. Other investment in the building, construction and auto mobile industries. World MDI demand could be 500,000 tonnes by 1980.

ICI's decision to close the TDI plant leaves Du Pont as the sole supplier in the UK from its plant at Maydon in Northern Ireland. About 100 people are employed at the plant scheduled for closure, but ICI said yesterday that there will be no enforced redundancies. Other investment in the building, construction and auto mobile industries. World MDI demand could be 500,000 tonnes by 1980.

ICI's decision to close the TDI plant leaves Du Pont as the sole supplier in the UK from its plant at Maydon in Northern Ireland. About 100 people are employed at the plant scheduled for closure, but ICI said yesterday that there will be no enforced redundancies. Other investment in the building, construction and auto mobile industries. World MDI demand could be 500,000 tonnes by 1980.

ICI's decision to close the TDI plant leaves Du Pont as the sole supplier in the UK from its plant at Maydon in Northern Ireland. About 100 people are employed at the plant scheduled for closure, but ICI said yesterday that there will be no enforced redundancies. Other investment in the building, construction and auto mobile industries. World MDI demand could be 500,000 tonnes by 1980.

ICI's decision to close the TDI plant leaves Du Pont as the sole supplier in the UK from its plant at Maydon in Northern Ireland. About 100 people are employed at the plant scheduled for closure, but ICI said yesterday that there will be no enforced redundancies. Other investment in the building, construction and auto mobile industries. World MDI demand could be 500,000 tonnes by 1980.

ICI's decision to close the TDI plant leaves Du Pont as the sole supplier in the UK from its plant at Maydon in Northern Ireland. About 100 people are employed at the plant scheduled for closure, but ICI said yesterday that there will be no enforced redundancies. Other investment in the building, construction and auto mobile industries. World MDI demand could be 500,000 tonnes by 1980.

ICI's decision to close the TDI plant leaves Du Pont as the sole supplier in the UK from its plant at Maydon in Northern Ireland. About 100 people are employed at the plant scheduled for closure, but ICI said yesterday that there will be no enforced redundancies. Other investment in the building, construction and auto mobile industries. World MDI demand could be 500,000 tonnes by 1980.

ICI's decision to close the TDI plant leaves Du Pont as the sole supplier in the UK from its plant at Maydon in Northern Ireland. About 100 people are employed at the plant scheduled for closure, but ICI said yesterday that there will be no enforced redundancies. Other investment in the building, construction and auto mobile industries. World MDI demand could be 500,000 tonnes by 1980.

ICI's decision to close the TDI plant leaves Du Pont as the sole supplier in the UK from its plant at Maydon in Northern Ireland. About 100 people are employed at the plant scheduled for closure, but ICI said yesterday that there will be no enforced redundancies. Other investment in the building, construction and auto mobile industries. World MDI demand could be 500,000 tonnes by 1980.

ICI's decision to close the TDI plant leaves Du Pont as the sole supplier in the UK from its plant at Maydon in Northern Ireland. About 100 people are employed at the plant scheduled for closure, but ICI said yesterday that there will be no enforced redundancies. Other investment in the building, construction and auto mobile industries. World MDI demand could be 500,000 tonnes by 1980.

ICI's decision to close the TDI plant leaves Du Pont as the sole supplier in the UK from its plant at Maydon in Northern Ireland. About 100 people are employed at the plant scheduled for closure, but ICI said yesterday that there will be no enforced redundancies. Other investment in the building, construction and auto mobile industries. World MDI demand could be 500,000 tonnes by 1980.

ICI's decision to close the TDI plant leaves Du Pont as the sole supplier in the UK from its plant at Maydon in Northern Ireland. About 100 people are employed at the plant scheduled for closure, but ICI said yesterday that there will be no enforced redundancies. Other investment in the building, construction and auto mobile industries. World MDI demand could be 500,000 tonnes by 1980.

ICI's decision to close the TDI plant leaves Du Pont as the sole supplier in the UK from its plant at Maydon in Northern Ireland. About 100 people are employed at the plant scheduled for closure, but ICI said yesterday that there will be no enforced redundancies. Other investment in the building, construction and auto mobile industries. World MDI demand could be 500,000 tonnes by 1980.

The fact that you're reading the Financial Times suggests you should also read Trade and Industry

You read the Financial Times because you need to make decisions based on sound information. For the selfsame reason Trade and Industry should be part of your business week. Its wealth of relevant vital news gives you a weekly update in depth on the many factors which can affect your profits and performance.

Check out the features which give unique access to industrial Whitehall, the European Community and overseas trade developments.

And statistics. Here's one of the finest sources in Britain. Economic indicators, production and distribution figures for a host of industries.

The no-nonsense business news.

Try it FREE

Trade and Industry costs only 40p (plus postage) every Friday. A small price for having the facts you need at your fingertips.

Put it to the test. We'll be pleased to send a free sample copy. Simply phone 01-215 5021 or post the coupon.

It could be the most worthwhile decision you make today.

Post coupon or phone 01-215 5021/5786

Yes, please send me a free copy of Trade and Industry.

Name

Company

Address



To Trade and Industry, Room 439, 1 Victoria Street, London SW1E 0ET.

Tel No.

FT 1

Altman denies protecting Binstock

THE HEAD of a firm of stock-brokers, Mr. Lewis Altman, denied at the Guildhall Court, London, yesterday that he or any of his co-directors deliberately concealed the name of former London financier Mr. Judah Binstock from Treasury and Bank of England officials investigating a large international currency fraud.

He was being questioned by Mr. Michael Worsley, prosecuting, as to why no one in the firm of Lewis Altman and Company disclosed that Mr. Binstock was the "evil genius" behind a revol-

ing fund exchange control fraud involving \$6.6m. of foreign currency, having passed off as investment currency.

Mr. Altman said his firm took legal advice after the Treasury started to make inquiries into transactions involving companies controlled by Mr. Binstock. "In the eyes of our lawyers, it was not thought necessary to include the name of Mr. Binstock in our answers to the Treasury."

Both Mr. Altman, 59, and his partner, Mr. Robert Carver, 31, have denied conspiring with Mr. Binstock and others to conceal the name of Binstock in our answers to the Treasury.

Mr. Altman said his firm took legal advice after the Treasury started to make inquiries into transactions involving companies controlled by Mr. Binstock. "In the eyes of our lawyers, it was not thought necessary to include the name of Mr. Binstock in our answers to the Treasury."

Both Mr. Altman, 59, and his partner, Mr. Robert Carver, 31, have denied conspiring with Mr. Binstock and others to conceal the name of Binstock in our answers to the Treasury.

Both Mr. Altman, 59, and his partner, Mr. Robert Carver, 31, have denied conspiring with Mr. Binstock and others to conceal the name of Binstock in our answers to the Treasury.

Mr. Altman said his firm took legal advice after the Treasury started to make inquiries into transactions involving companies controlled by Mr. Binstock. "In the eyes of our lawyers, it was not thought necessary to include the name of Mr. Binstock in our answers to the Treasury."

Both Mr. Altman, 59, and his partner, Mr. Robert Carver, 31, have denied conspiring with Mr. Binstock and others to conceal the name of Binstock in our answers to the Treasury.

Both Mr. Altman, 59, and his partner, Mr. Robert Carver, 31, have denied conspiring with Mr. Binstock and others to conceal the name of Binstock in our answers to the Treasury.

Mr. Altman said his firm took legal advice after the Treasury started to make inquiries into transactions involving companies controlled by Mr. Binstock. "In the eyes of our lawyers, it was not thought necessary to include the name of Mr. Binstock in our answers to the Treasury."

Both Mr. Altman, 59, and his partner, Mr. Robert Carver, 31, have denied conspiring with Mr. Binstock and others to conceal the name of Binstock in our answers to the Treasury.

Both Mr. Altman, 59, and his partner, Mr. Robert Carver, 31, have denied conspiring with Mr. Binstock and others to conceal the name of Binstock in our answers to the Treasury.

البنك المتحد

When the business answers fall into place, that's teamwork.

Your sales director can sell them.
Your production director can make them. Your transport director can deliver them.

But can you afford them?

Talk to your local Midland Bank manager and see how his team can give your team the answers.

Your problems may be anywhere between cashflow at home and documentary letters of credit from buyers overseas.

You'll find your local Midland manager can call on a team whose answers may include factoring to speed up your cashflow; leasing to accelerate expansion plans;

export finance to bridge the gap between manufacturing and getting paid; even vetting local agents in your principal foreign markets and insuring your products till they get there.

Your local Midland manager can help you answer all these business questions, and more. He gains additional strength from Midland Bank Group, a powerful team of companies specialising in businesslike solutions for industry.

And they're all as accessible to your business team as a call to your local Midland Bank.

It's time your business team met the Midland's



Midland Bank

Midland Bank Limited

Technical Page

EDITED BY ARTHUR BENNETT AND TED SCHOETERS

Looking ahead into the 1980's

Electronics

likely trends in the semiconductor industry have been predicted by Motorola's European marketing director, Dr. Wolfgang Ziegler, at a seminar on the subject of "The Semiconductor Industry in the 1980's" held at the company's headquarters in Oxford, England.

Dr. Ziegler, who is also Motorola's European director of research and development, said that the semiconductor industry is expected to continue its rapid growth in the 1980's, with a particular emphasis on the development of new products and processes.

He predicted that the industry will continue to be dominated by a few large companies, with a high degree of specialization and integration. He also predicted that the industry will continue to be a major force in the development of new technologies, particularly in the areas of microprocessors, memory, and integrated circuits.

Dr. Ziegler also predicted that the industry will continue to be a major force in the development of new products and processes, particularly in the areas of microprocessors, memory, and integrated circuits.

METALWORKING

Eliminates breakages

ING A specially designed tool, Pileon Engineering, has solved the problem of cutting threads without an under- and outside diameter. The tool, which is made of high-speed steel, is designed to cut threads in a single pass, without the need for a second pass. This eliminates the risk of breakages and ensures a high quality finish.

The tool is designed to cut threads in a single pass, without the need for a second pass. This eliminates the risk of breakages and ensures a high quality finish.

IBE

Bifurcated Engineering

Rivet setting, automatic parts feeding and assembly, net weighing machines—all make an essential contribution to efficient production. For this cost saving equipment, wise executives turn to one source of supply—the members of the IBE Group. Are you keeping pace in these competitive times?

Send today for The Guide to the IBE Group

Group Head Office: Bifurcated Engineering Ltd., P.O. Box 2, Mendham Road, Aylesbury, Bucks, HP 21 8AB. Tel: Aylesbury (0296) 5911. Telex: 83210.

EASY-TO-USE COMPUTER SYSTEMS

Talk to Mike Hare of Doric for an imaginative approach to systems design.

DORIC COMPUTER SYSTEMS
25 Woodford Road, Watford WD1 1PP, Herts.
Tel: Watford 48785

electrical wire & cable?

Thousands of types and sizes in stock for immediate delivery

NO MINIMUM ORDER NO MINIMUM LENGTH

LONDON 01-561 8118 ABERDEEN (0224) 32355/2

TRANSFER CALL CHARGES GLADLY ACCEPTED

24H. EMERGENCY NUMBER 01 637 3567 Ext. 409

STEWART FRASER LTD

FOR ROLL-FORMED STAINLESS STEEL SECTIONS

Ashford Kent. Tel 0233 25911

MATERIALS

Improved contact lenses

A HARD contact lens that is gas-permeable has come through a series of laboratory and user tests in the U.K. and is expected to be more widely available through opticians this spring.

The lenses, which are claimed to be more durable than soft lenses but more comfortable and less prone to causing irritation than ordinary hard lenses, are being made under the brand name of Hartflex by the German company Wobk-Contact-Linsen.

They use cellulose acetate butyrate (CAB) which is claimed to have superior "wetting" characteristics, be less brittle, and have greater thermal conductivity than its competitors.

The life of these lenses is expected to be as long as an ordinary hard lens, but the slightly softer surface means that more care has to be taken in handling to avoid scratching the surface is slightly hydrophilic, absorbing about 2 per cent. water.

Prices are likely to fall between those for hard and soft lenses. There are expected to be four competitors in the field this year, three from Germany and one from the U.S.

STUART ALEXANDER

OFFICE EQUIPMENT

Desk-top copier

FOR USERS needing from 200 cool pressure bonding process, 1,500 copies a month, 3M and copiers can be made from a range of originals including half-cassette-tied automatic desk-top copier.

First copy is produced in eight seconds and the rest at 7/minute. The 150-sheet cassettes are in wide, from the maker at PO Box 200, 1, Bracknell, Berks, RG12 1JU. Copying is by 3M's Magne-dry (0344 26728).

COMPUTING

Has twin information processors

LEVEL 66/DPS describes a new large Honeywell computer which includes twin information processors in one cabinet, a new systems control unit, an input/output multiplexer and one megabyte of 4K chip MOS main memory. A single GCOS operating system controls both information processors.

Each Level 66/DPS system also consists of a 64 kilobyte mini-technology integrated network processor (INP) that accepts up to 96 communications lines. These use Honeywell's newly announced general remote terminal supervisor/II (GRTS/II) software or the network processing supervisor (NPS).

Performance increases are achieved through the addition of options to the central system. Main memory can be added in increments of 512 kilobytes to the two-megabyte level, then in one-megabyte increments to a maximum of eight megabytes. Upgrades to network processor performance, additional main memory to 192 kilobytes and use of the more flexible NPS software, can increase communications processing power by as much as seven times that of the first level INP.

Honeywell's Scottish computer factory at Newhouse, Lanarkshire, is to build the new Level 66/DPS along with the other models in the large systems line, and the new system will be available, with all its performance options, in January next year.

More on 01-565 9191.

RESEARCH

Vacuum pump fluid test

INDEPENDENT service trials at AERE Harwell have shown that Fomblin, a new vacuum pump fluid, is far more resistant to the action of corrosive materials than conventional fluids.

A report states that in an ion implantation system under conditions where conventional fluids typically lasted only a day, Fomblin lasted at least a year.

Considerable savings have been achieved through reduced fluid replacement and pump servicing costs and Fomblin has also made an important contribution to productivity by substantially increasing machine utilisation.

The reporting section at Harwell is converting both its ion implantation installations to Fomblin as a result of the test.

The AERE group tested Fomblin in diffusion and rotary pumps fitted to the source chamber of its Mark 4 ion implanter. This machine is used for experimental and pre-production implantation work on semi-conductors. The main source materials are phosphorus and boron trichlorides which rapidly render traditional vacuum fluids useless.

Edwards High Vacuum, Manor Royal, Crawley, West Sussex, RH10 2LW.

HANDLING

Transported on air

TRANSFORMERS WHICH weigh from 50 to 600 tonnes are being moved at GEC Power Transformers' Stafford factory on air cushion transporters specially built by Rolair Systems (U.K.).

Two transporters were supplied, one with a capacity of 350 tonnes, and one of 250 tonnes. They can be used singly with their own remote control consoles, or in tandem from one console.

Fitted with forward, reverse and transverse air motor drives, which can be operated independently at variable speed, the transporters are used to carry transformers between vapour phase drying ovens: when fully assembled, into a test bay, and finally outside the building to a storage area.

Each transporter is built on a steel skid, which enables the transporter to be driven underneath it. Lift is about 4 inches. Movement is controlled by one operator, and the transporter can rotate on its own axis. For these transporters high temperature bearings were developed, so that they can be used even when the oven is operating at full temperature.

Normally the transporters are powered by the factory air line at 50 to 90 psi, but in suitable locations water can be used.

Details from the maker, Penta House, Basingstoke Road, Reading RG2 0HS (0734 82551).

DALE
GENERATING SETS
For prime power, standby, and the construction industry.
Dale Electric of Great Britain Ltd., Electricity Buildings, Fife, Yorks. YO14 9PJ, UK.
Tel: 0723-51 4141 Telex: 52163

INSTRUMENTS

Measures stresses in steel

EQUIPMENT developed by the Central Electricity Generating Board for making accurate measurements of residual stresses in steel and many other materials, is being manufactured by Franklin-Stoller.

It makes measurements by centre-hole technique using Micro-Measurements residual stress rosette gauges. The required hole depth is less than 1.5 mm, thus measurements can be made on many operational components as well as experimental structures.

Accuracies better than ± 5 per cent in equal biaxial stress fields reducing to ± 4 per cent in uniaxial stress fields are achieved by using an ultra-precision process to cut circular holes and a high quality optical hole alignment and measuring unit.

Equipment is portable to meet site requirements. Depending on application, between four and eight measurements can be made per day.

Further from Franklin-Stoller, Dafford Works, Larkhill, Bath, Somerset BA1 6SW. Bath 314013.

First we beat our rivals in the Edgware Rd. Now we lead them up the Khyber.

The traffic-snarled Edgware Road was one of the routes chosen by Truck Magazine last year for a test on the Sherpa van and four principal rivals. The overdrive Sherpa clocked up a remarkable 31.1mpg—miles ahead of its nearest competitor. In second place was the standard Sherpa. Other magazine road tests confirmed the Sherpa's unique ability to sip where others gulp.

Taking the rough with the rough.

More recently, the Sherpa scaled new heights of endurance for a van, and proved that it can take more punishment than even its Leyland designers suspected.

The Carlisle Mountaineering Club drove a pair of two-year-old standard Sherpas to the Kishtwar Himalayas and back—a distance equivalent to half way round the world. Both vehicles were fully-loaded with burly team members, stores and climbing gear, and had to surmount some of the toughest terrain that Europe and the Middle East can offer.

There were gradients as steep as 1 in 4. There was a desert temperature that exploded a thermometer in the cab. There were rivers to ford, and roads where the underbellies of the Sherpas grounded again and again. There were freezing nights and oxygen-thin air. And yes, there were problems with the Sherpas. The extraordinary thing is that they were so minor and so easily fixed.

Overall petrol consumption was 19.02mpg, which, considering the loads and the roads, was no less remarkable than the Truck Magazine figure. Oil consumption was a little over one gallon per vehicle throughout the whole trip.

Team member, Peter Thornton, summed it up: "Both vehicles were very comfortable to drive, and even after our longest day—over 1,000 km through Afghanistan—there was no fatigue due to the seating arrangements... I was sad to part with such reliable vehicles that had served the team so well."

One of those Sherpas is now part of a mobile display unit.

It still carries Britain's best warranty.

After all that, it's not surprising that no other van carries a warranty to rival the Sherpa's. Like all vehicles from Leyland Cars, it comes with Supercover.

And that includes a year's free no-mileage limit with parts and labour; a year's 24-hour roadside assistance from the A.A.; a year's A.A. Relay Recovery Service (approved conversions and U.K. mainland only); a 69 point pre-sale checkout, and the opportunity of renewing it all for a second year.

Some warranty!

The Sherpa body options include vans, mini-buses, crewbuses, chassis-cabs, and pick-ups. Engine options include a 1622cc and 1798cc petrol and 1798cc diesel.

Overdrive is an optional extra on the 1798cc petrol and diesel.

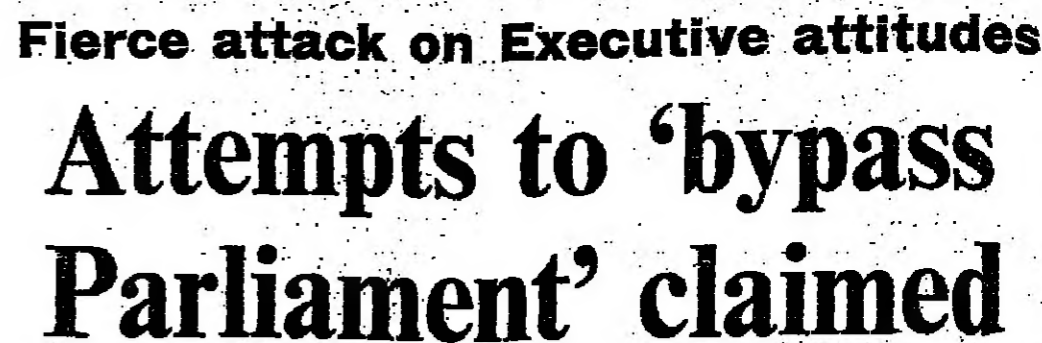
For further information please visit your nearest dealer, or write to: Light Commercial Vehicle Sales, Leyland Cars, Grosvenor House, Prospect Hill, Redditch, Worcestershire B97 4DQ.



Tories beaten in bid for wider Euro-vote

Ministers hit snags in search for new referendum formula

BY RICHARD EVANS, LOBBY EDITOR



BY RUPERT CORNWELL, LOBBY STAFF

Lord Gowerie wanted to know what Mr. Benn was doing "waltzing hand-in-hand into the sunset" with Dr. Armand Hammer, the chairman of Occidental Oil, the American

BY MARGARET REID

The role of non-executive directors and the idea of audit committees was favourably commented on in the recent Government White Paper, "The conduct of company directors" which did not, however, propose legislation on the subject.

BY JOHN HUNT, PARLIAMENTARY CORRESPONDENT

what Mr. Bann was doing "waltzing hand-in-hand into the sunset" with Dr. Armand Hammer, the chairman of Occidental OIL, the American

FINANCIAL TIMES REPORTER

The scheme covers mainly domestic property and specifically excludes damage to sea walls.

March 14 1978

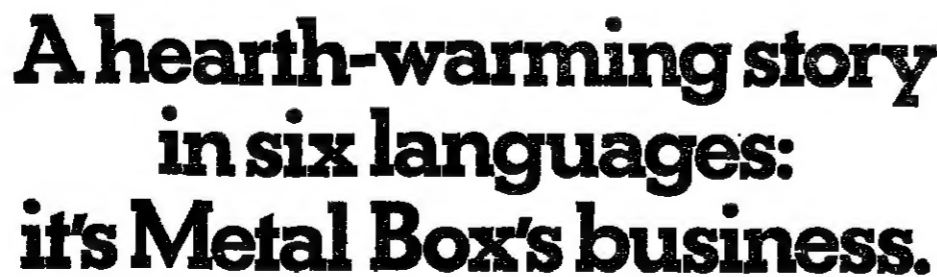
Joint Ventures and Consortia
Building Materials
Foreign Constructors in Britain
Government Support
Consultants
The Middle East
The Middle East Contract Conditions
The United States Markets
Markets in Nigeria
Markets in Latin America

TORY MP's Bill to cut aid to countries which nationalise the assets of U.K. firms was rejected in the Commons yesterday. The proposal, by Mr. Victor Goodwin (St. Albans) failed by 219 votes to 141, majority 78.

Mr. Goodwin argued that if a country receiving British aid appropriated the assets of a British firm or a British subject and refused to pay compensation, it should be mandatory that aid was reduced by an equal amount.

FINANCIAL TIMES
EUROPE'S BUSINESS NEWSPAPER

The content and publication dates of Surveys in the Financial Times are subject to change at the discretion of the Editor



It's just one more example of the way Metal Box puts its technical and marketing skills to work over a wide range of products and processes that people need.



A good business to be in

How long should a business gift last?

The twelve days of Christmas.



An afternoon.



A couple of months.



A lifetime.



Several dinner parties.



Building a pen that will last many years is a slow and expensive process.

As a result, the Parker Insignia above costs £20 over the counter. Though rather less when bought direct from us as a business gift.

And if you wish, we will engrave the barrel by hand with initials or a company name.

We have prepared a booklet that illustrates the various styles of engraving and other ways that we can personalise a pen.

We'll be pleased to send you a copy, together with photographs and prices of all our range.

Just ask your secretary to ring John Beckett on 07912 3233 or post your business card to Business Gifts Division, Dept. 3, The Parker Pen Co. Ltd, Newhaven, East Sussex, BN9 0AU.
Telex 87158 (Parker G).

PARKER



PARKER PENS ARE ALSO AVAILABLE AT QUANTITY DISCOUNTS THROUGH OUR ACCREDITED DEALERS.

THE JOBS COLUMN

Selector, with sideline • Private-eye promoter etc.

BY MICHAEL DIXON

IF YOU happen to be expert at growing grass on sand, and do not mind having your masterpieces kicked about by footballers, Eric Jameson might well be interested in exporting you for a couple of years. The same applies to football coaches, referees, physiotherapists, dieticians and suchlike.

Mr. Jameson does not care for football much. Since he stopped being marketing director of General Foods in the mid-1960s, he has been a Midlands-based management consultant specialising more and more in recruiting executives of normal kind. But about 18 months ago he sold his business to a neighbouring advertising agency, Cogent Elliot of Solihull, which he had to know a Mr. Jimmy Hill, who is associated with a company called World Athletics Overseas, which is helping Saudi Arabia with its ambitions to become a leading football nation.

So now the Personnel Selection company, of which Mr. Jameson remains chairman, has a sideline (if not a corner) in recruiting supporting staff for Saudi Soccer.

"There's no problem in getting people to fill the vacancies," he said. "They tend to go out there on two-year assignments—15 weeks away, then five

weeks home leave—for which they'll be paid something like £12,500 tax-free, and probably a loyalty bonus."

How did he feel about extending into the apparently growing United States market for football?

"Oh, I'd love to do that as well," he replied. "But if we did, the whole lot would still be only a small bit of our business compared with straightforward executive-selection in this country. To give an idea, we'll finish the current year having placed managers with combined salaries of around £1m.

"With my background, we've tended to specialise in jobs for marketing and sales managers, but we're getting an expanding lot of work in other functions, and that's why we've decided it's time to increase our consultancy team. We've 11 staff all in at present, but only four are consultants."

The addition he is seeking will probably be aged 32-42, and could well have a degree in one of the behavioural subjects.

The essential, however, is experience of personnel management which has provided, not only skill at selecting managers, but the ability to advise clients on the range of legislation covering employment. Responsibility will be to Jim Allen, the managing director of Personnel Selection. The base can be either Solihull or London, with

fairly frequent shuttling from one to the other.

Salary will be about £10,000 plus, the chairman added, "a decent car like an Audi 100 LS." After the first year, the newcomer would also become eligible for profit sharing.

Applications, giving outline of career, to Mr. Jameson at 46 Drury Lane, Solihull B91 3BG. Telephone inquiries to 021-705 7399.

"One more thing before you go," I said to him. "Are you serious about grass-growers?"

"They're called agronomists," he snorted, "and of course I'm serious. The Saudis do most of their footballing on artificial pitches so far, but they're very keen to develop proper grass ones."

This suggests that, given the possibility of a Labour electoral defeat, Mr. Jameson might fruitfully offer a retainer to Birmingham MP Denis Howell, Football League referee from 1956 to 1970 and, as Minister for the Drought in 1976, rain-maker extraordinary.

Storeminders

IF WHEN walking round a supermarket or big store you see a thing like a space satellite keeping several beady eyes on you, I am told the chances are that it was supplied by Photomax, of Sunbury on Thames.

The business started some 11 years ago as a franchise operation in the south of England for the surveillance equipment of the identically named U.S. company. Then managing director Peter Goddard and his fellow executive directors, who together hold about 70 per cent of the British concern's shares, gradually took over in other regions until in 1971 they held the franchise for the whole of the U.K.

They have since diversified into other kinds of security device, still importing equipment from—for instance—Japan, but designing the systems and manufacturing certain key components themselves.

With a subsidiary in Ireland and another to open soon in Holland, the 11-year-old private company is expected to end the current year with a turnover of £1m, for the first time, roughly a fifth of it in overseas business.

About another fifth will come from the relatively recent diversification into industrial security systems, mainly of the closed-circuit television type. But the remaining 80 per cent, or so of turnover is still in the Sunbury concern's original market—the larger retailing establishments of this country.

"And I'm sure that the retail sector has plenty of scope left for us, which is why we're wanting to appoint someone to man-

age our sales development," Mr. Goddard said.

"In fact, the principal task of the job will be to help us to grow further into retailing. We'll also want whoever comes to look into likely future needs of security systems for management control of various kinds, but that will rank very much second to the main task."

Responsible to marketing director Maurice Doran, the recruit is unlikely to have any supervisory duty for the sales force, at least for a while. This will be an individual contributor's job, involving a good deal of contact work at top level with retail groups.

"So I think the person we want will probably have had good experience of the retailing business from the inside, and preferably at the level of general management. Naturally it would be handy to have knowledge of security problems in stores, supermarkets and the like; and some background in selling capital equipment or systems to the retail sector is desirable too.

"Age doesn't matter really, though I'd think 30 to 40-year-olds would be the most obvious candidates. And sex wouldn't matter even if there weren't any equality law: I'd say that a woman with good experience and contacts in retailing could very well be the right person."

Salary offered is £8,000 or

more depending on qualifications. Perks include a car and half of clients in "business" membership of BUPA. Profit-sharing in due course. Although the company is based at Sunbury, the sales development manager will be working mostly away from the office and so would not need to live in the London area.

Outline qualifications to Mr. Goddard at Photo-Scan, Dolphin Estate, Windmill Road, Sunbury on Thames, Middlesex, TW16 7HG. Telephone inquiries to Sunbury on Thames 89741.

45 and over

IT IS a rare pleasure to introduce an employer who positively wants to hear from candidates aged at least 45. He is Peter Allen, who leads the London-based operations of the United States group, International Management Consultants.

Although the group has a distribution and marketing subsidiary employing towards 400 people in New York, its management consultancy activity is far less populous, and much more close-knit. The London office, for example, typically has some eight staff of whom about half are consultants. The founder and president of the group, Dick Farkas, spends about 40 per cent of his working time over here; "so we're all of us responsible to him," Mr. Allen said.

He is now seeking another

senior consultant to work on business development and strategic planning in the commercial sense. Look at it this way," he added.

"If what you are concerned about is oil production moving from East to West, then that is strategic planning, right? And if what you're working on is market study to see if you should change the colour of your packaging to green, that is tactical planning, isn't it?"

"Well then, we operate between those two extremes, getting in the economic and other evidence and helping our clients to develop their own corporate plans, perhaps on a three-year or a five-year basis. And our specialism is in what I call trans-border operations—helping companies to plan the development of their business in other areas and countries."

"That's the sort of work the person we want will be doing, and that's why we need someone with a lot of senior experience, you see."

Candidates, Peter Allen said, need to be experienced business generalists, having demonstrably managed resources to good effect. They should also have played an executive part in an organisation with operations in more than one country, and preferably a commercial organisation. Foreign language skills would be a help, but are not essential.

Salary is not stated, but would estimate at least £10,000. Some overseas travel from London base.

Outline applications to Mr. Allen at IMC, Suite 28, 140 Park Lane, London W1Y 3AA. Telephone inquiries to 01-489 9551.

Defence work

THE CIVIL Service will be coming to market soon for about 25 assorted youngish engineers to work on advanced air-defence projects, most working from London. They will add their special skills—whether electrical, electronic, aeronautical, mechanical or production—to teams developing foe-frustrating complexities from feasibility study to installation. Sometimes they will be working with specialists from other nations.

The tasks involved will include ensuring quality, technical costing, resource allocation, and co-ordinating production.

Professional study to degree level and training over at least five years is required. Salaries up to £5,700 (which does not seem much to me, and may help to explain why about three in every five people offered scientific posts in the Civil Service turn them down).

Application forms from the Civil Service Commission, Alcon Link, Basingstoke RG21 1JB—telephone Basingstoke 68551. Quote reference T/85/10.

CHEMICAL BANK INTERNATIONAL LIMITED

Senior Eurobond Executives London

On 22nd December, 1977 Chemical Bank acquired the whole of the issued share capital of London Multinational Bank Limited, now renamed Chemical Bank International Limited (CBI). Chemical Bank will concentrate its international merchant banking activities in its new subsidiary, which will continue to be active in international loan syndication and international investment banking.

At a senior level, the Investment Banking Department of CBI seeks the following:

- international corporate finance executives experienced in the solicitation, negotiation, structuring and documentation of Eurocurrency public issues and private placements
- a sales orientated executive combining new issue syndication experience with fixed interest investment expertise and a close knowledge of the international investing community
- a top professional to develop and head the bank's securities trading and market making activity.

In each case the exact responsibilities and the remuneration package are negotiable and should attract those already well established in this market.

Applications in confidence to: Peter Karl Schumann, Executive Director, Chemical Bank International Limited, 1 Union Court, Old Broad Street, London EC2N 1EA. Tel: 01-283 8171

CHEMICAL BANK INTERNATIONAL LIMITED

TAX & FINANCIAL SERVICES

YOUNG ENTREPRENEUR

City neg. widely around £10,000

Our client is a division of a rapidly expanding financial services group whose activities include the provision of a wide range of legal, banking, taxation and other specialist financial services. The successful candidate will work in a small team assisting with the development of personal tax planning schemes. He/she will also have responsibility for marketing the company's activities, servicing a portfolio of clients and generally developing and administering the tax function. Applicants will be chartered accountants probably aged between 26 and 32 who have experience of a large professional practice. They should have at least 18 months experience of personal and close company tax work and should combine this with a strong outgoing personality and an interest in business development.

For more detailed information on this appointment and a personal history form please contact Nigel V. Smith, A.C.A. quoting reference No. 2076.

Commercial/Industrial Division

Douglas Lombard Associates Ltd.,
410, Strand, London WC2R 0NS. Telephone: 01-636 9501.
121 St. Vincent Street, Glasgow G2 5HW. Telephone: 041-236 3101.
and in Edinburgh.



Financial Controller

c £9,500

A major engineering company, part of a British international group, has been restructured and there is a requirement for the key position of financial controller.

Responsibility will be to the finance director for the efficient operation of the finance and accounting functions, and for spearheading a major systems development programme within this area so that the department can effectively contribute in practical terms to the company's profit improvement planning.

A qualified accountant is required with sympathy for things mechanical and with broad line experience of financial and staff management at a senior level in a major industrial undertaking. Age under 45. Salary negotiable around £9,500. Car provided. Location Thames Valley.

Please write in confidence for a job description and an application form to David Prosser, Price Waterhouse Associates, Southwork Towers, 32 London Bridge Street, London SE1 9SY, quoting MCS/3653.

Antony Gibbs & Sons, Ltd.

Corporate and Project Finance Executives

Antony Gibbs and Sons, Limited, whose parent company is a member of the Accepting Houses Committee, and is an associated company of the Hongkong Bank Group, is looking for chartered accountants to join its small but expanding Corporate and Project Finance Department.

Successful applicants will preferably be graduates aged 24-28. Relevant experience in banking, industry or with an international firm of chartered accountants will be considered an advantage.

The work will cover all aspects of Corporate and Project Finance and prospective candidates should be willing to travel, both on short-term assignments and on longer-term secondments. An increasing part of the Department's work is concerned with the Middle East.

An attractive salary, which will depend on experience, will be negotiated. Additional benefits include a mortgage subsidy scheme.

Applications, which will be treated in complete confidence, should be sent with a brief curriculum vitae to:

C. E. Fiddian-Green,
Antony Gibbs Administration Services Ltd.,
23 Blomfield Street, London EC2M 7NL.

Foreign Currency Trader/Arbiter

We are a national financial firm with an immediate opening in our Chicago office for a highly qualified professional to function as our foreign currency arbiter.

Salary range for this position is \$35-50,000, plus profit-incentive program.

Please send a detailed resume with emphasis on your qualifications and experience in foreign currencies. All replies will be held in confidence.

Write Box F.600, Financial Times,
10, Cannon Street, EC4P 4BY.

Company Secretary

Major U.S. Film Company invites applications from qualified accountants for the position of Company Secretary/Director of Administration to its U.K. subsidiaries.

Knowledge of the film industry would be an advantage but is not essential. Location London, W.1.

Write with full details of career to date and salary required to Box A.6254, Financial Times, 10, Cannon Street, EC4P 4BY.

ASSISTANT TO THE EUROPEAN FINANCIAL CONTROLLER

Recently Qualified

London SW1

to £7500

The Assistant will review and consolidate the monthly financial and management reports for the European operations of a substantial American corporation. He or she will participate closely in budgeting and long term planning, and, working with the Financial Director in investigating expansion opportunities and problem areas, will undertake a variety of projects including systems development.

The leaders in a rapidly expanding sector of the engineering industry, the London-based head office of our client controls companies in the U.K., Germany and France with a turnover in excess of £7 million. Applicants should be qualified accountants aged 23-28. Please telephone or write to Stephen Blaney B.Com., ACA, quoting reference 1/1654.

EMA Management Personnel Ltd.
Burnie House, 88/89 High Holborn, London, WC1R 6LR
Telephone: 01-242 7773

The British National Oil Corporation

LEGAL ADVISERS-EXPLORATION AND PRODUCTION

BNOC invites applications from persons with appropriate experience for a substantial and responsible involvement in a wide range of exploration and development activities on the UK Continental shelf. BNOC has many joint operating agreements and joint venture arrangements with major oil companies. BNOC's role in the development of Britain's oil resources makes this a unique opportunity to develop a most interesting career.

Applicants, male or female, should have general experience in the oil industry, preferably as a solicitor, barrister or advocate. Other applicants will be considered who have sufficient experience in complex joint venture

arrangements which demand high intellectual ability combined with drafting and negotiating skills.

Salary will be negotiable and attractive. BNOC has a good pension scheme and offers appropriate financial assistance on relocation, if necessary. Posts are required to be filled in both Glasgow and London.

Please apply with full education and career details and current salary quoting Ref: LA/FT to:-

The Recruitment Manager,
The British National Oil Corporation,
150 St. Vincent Street,
Glasgow, G2 5LJ.
Telephone: 041-204 2525

BNOC

CIC CREDIT INDUSTRIEL ET COMMERCIAL
74 London Wall, LONDON EC2M 5NE

requires the following:

FOREIGN EXCHANGE BACK-UP STAFF

- Experienced person to run newly established Sterling Section
- Experienced person for an expanding Settlements Department

Candidates should be willing to accept responsibility and ideally aged 25/32.

Applications giving details of experience, present and expected salary to:

Mr. S. A. JOYCE, Staff Manager,
74 London Wall, London EC2M 5NE

Reed Executive

The Specialists in Executive and Management Selection

UK Qualified Accountant

Germany

c £12,000 + relocation expenses

THE COMPANY — subsidiary of an American multinational; supplying specialised fastening systems to Europe and the Middle East; seeking to augment its management team and recognising the calibre of a UK accounting qualification. THE JOB — specifically concerned with the development of costing and budgeting techniques (partly computerised systems) and profit planning. THE CANDIDATE — aged 26-33; possessing sound costing experience in an engineering environment (no bias but probably an ACMA); ambitious with a taste for international business; ability to speak German advantageous but not essential. PROSPECTS — excellent with opportunities in many countries.

Telephone 01-836 1707 (24 hr. service) quoting Ref: 0513/FT. Reed Executive Selection Limited, 55-56 St Martin's Lane, London, WC2N 4EA.

Group Financial Controller

London

c £10,000 + car

A rapidly expanding and profitable U.K. Public Group with a turnover exceeding £30M is engaged in manufacturing and distribution. Reporting to the Chairman, you will assist the Board in investigating expansion projects, work closely with the Management of subsidiary companies, and take responsibility for all Group Accounting matters. You will be a qualified accountant, preferably in your 30's, with previous industrial or commercial experience. Above all, you must be able to contribute to the future profitability of the Group as a seat on the Board is envisaged. Conditions of employment are good and relocation expenses are available.

Telephone 0532 459181 (24 hr. service) quoting Ref: 3276/FT. Reed Executive Selection Limited, 24-26 Lands Lane, Leeds, LS1 6LB.

Corporate Profit Planning

Central London

to £9,000

Following a major restructuring of its activities into profit-accountable operating groups, this UK-based worldwide manufacturing group is now placing major emphasis at corporate level on sound financial planning and control. A Qualified Accountant or Business Graduate with high analytical skills is sought to play a leading role in formulating corporate budgeting and reporting procedures and monitoring performance against group plans. You will be actively involved in developing and using financial models to assist in medium and longer term planning. Applicants should have at least three years' experience in a manufacturing industry, ideally but not necessarily involving the use of computer models.

Telephone 01-836 1707 (24 hr. service) quoting Ref: 0445/FT. Reed Executive Selection Limited, 55-56 St Martin's Lane, London WC2N 4EA.

Financial Manager

Publishing — Central London

to £9,000

Publishing is a fast moving, exciting but exacting business requiring top-class people. One of Britain's largest and most successful groups requires a high calibre Qualified Accountant aged 28+ to lead a team responsible for producing monthly and annual accounts, forecasts and key management information. You will also be closely involved in the development of the group's computerised accounting systems and procedures. You will need high technical skill, drive and good staff management ability to be able to meet the demands of top executives intent on achieving individual profit objectives. Excellent conditions of employment are offered.

Telephone 01-836 1707 (24 hr. service) quoting Ref: 0444/FT. Reed Executive Selection Limited, 55-56 St Martin's Lane, London WC2N 4EA.

Talented Accountant

for Development Role

to £8,000 + 6 mth review

This position has arisen in a highly successful supplier to the energy industry. The person appointed — probably around 30, and with an industrial accounting background — will be given a wide brief of largely ad-hoc responsibilities. These will include investment, production, shop floor liaison and EDP development. A qualified individual, keen to add experience of rather more diverse management problems, will relish the opportunities provided. We shall be extremely interested in the ability to appreciate the overall business viewpoint whilst retaining a financial bias. Removal costs to N.Kent will of course be met.

Telephone 01-836 1707 (24 hr. service) quoting Ref: 0529/FT. Reed Executive Selection Limited, 55-56 St Martin's Lane, London WC2N 4EA.

The above vacancies are open to both male and female candidates
London Birmingham Manchester Leeds

Corporate Planner

National Industrial Policy

£9,320-£11,670

The Department of Industry's responsibilities embrace both the national and regional aspects of industrial policy, including financial assistance to industry. The Department sponsors individual manufacturing industries including iron and steel, aircraft and shipbuilding.

The Corporate Planner will head a branch within the Department's Industrial Planning Division, whose interests include the Department's statutory and financial relationship with the National Enterprise Board, policy planning in relation to industry, and the promotion of interest in education and training as a boost to manpower resources. A major role will be to initiate and take part in discussions with leading companies and trade unions on business strategy in the light of government policy. The successful candidate will also participate in conferences, seminars and training courses relating to corporate planning.

and be concerned with the development of the Department's interest in management education and relations with the British Institute of Management and professional marketing bodies.

Candidates, preferably aged between 40 and 55, must have a wide knowledge of industry, including practical experience at a senior level in the corporate planning function of a major industrial organisation. Overseas industrial experience would be an advantage.

Salary for this London post starts at £9,320 and rises to £11,670; non-contributory pension scheme.

For further details and an application form (to be returned by 2 March 1978) write to the Civil Service Commission, Alencon Link, Basingstoke, Hants, RG21 1JB, or telephone Basingstoke (0256) 68851 (answering service operates outside office hours). Please quote ref: G19709/1.

Department of Industry

Director and General Manager

The Henley Centre for Forecasting, London

This is a new appointment necessitated by the growth of the Centre, which is associated with the Administrative Staff College at Henley.

The successful candidate, who will probably be aged 40-45, will be responsible for the day-to-day operations of the Centre, including all aspects of administration, finance, sales, planning and control of the office staff. He or she will need to show evidence of the flexibility necessary to work in a small organisation with a high proportion of professional staff. Experience of line management is required. Analytical and consultancy experience will also be helpful.

Salary will be negotiable and likely to be of interest to those already earning £11,000 pa or over.

Write in confidence, enclosing details of your career to date, to: Mrs. Teresa Davis, The Henley Centre for Forecasting, 27 St John's Square, Eamton ECL.

The Henley Centre for Forecasting



MANAGING DIRECTOR

EXECUTIVE SEARCH — LONDON

A leading international group of management consultants is seeking a top calibre executive to run its international executive search operations, based in London.

The appointment calls for a person of outstanding personal and professional skills, with some entrepreneurial flair. Experience of senior management recruitment desirable, but of greater interest is a successful record at board level in a substantial company, or in corporate consulting or counselling.

The salary and benefits are extremely attractive, as would be expected in one of the world's leading consultancies.

Replies in strictest confidence to:

Box A6258
Financial Times, 10 Cannon Street, London EC4P 4BY

Financial Analyst

£7,000 negotiable

As part of the expansion and re-organisation of a multinational group, a vacancy has arisen for a fully qualified Accountant, probably aged under 30, to operate within a new division, with particular responsibilities for monthly consolidation of accounts, financial analysis, forecasting, and planning and special projects.

Reporting to the Divisional Controller, the position offers an excellent opportunity to develop within an international company. Some foreign travel will be involved.

Please submit brief details of qualifications and experience to:

Ray Dickens Director—Personnel and Industrial Relations
Cutler Hammer Europa Ltd
Elbow Road Bedford MK42 9LH Tel: Bedford (0234) 67433

CUTLER-HAMMER EUROPA
A member of the Cutler-Hammer World Trade Group



ACCOUNTANT

Accountant required by a large West End clothing manufacturing company to take control of the Finance Department, to report and be directly responsible to the Board for all financial information. Good prospects for the right person. Salary commensurate with ability. Write giving full details to: Mrs A.J.257, Financial Times, 10, Cannon Street, EC4P 4BY

STATIONERY

Progressive public company in the stationery field operating direct to consumer requires two sales people for the Home Counties to expand existing territories. The successful candidate will be mature and experienced in this field, and should be currently earning £7,000. Possibly will suit a person running their own business who now seeks the security of a public company. Company car (Vauxhall 1.6), expenses, generous pension scheme, bonus, etc. Ring Mr. Bill Jones Tel: Crawley, Sussex, 22215

Stockbrokers

MONTAGU LOEBL STANLEY

are expanding their Research Department and are seeking an analyst (20's/30's) to improve their coverage of financial sectors, including the Discount Houses where they already transact substantial business. Since up-to-date knowledge of taxation and accounting practices is essential the successful applicant will probably be a qualified accountant with some experience of the stock market. Remuneration will be competitive and depend on applicant's experience and qualifications.

Please reply in writing to:

C. J. R. Sharman, F.C.A.,
Montagu, Loeb, Stanley & Co.,
31, Sun Street,
London EC2M 2QP.

International Banking opportunities with Lloyds Bank International

LBI has vacancies both overseas and in the City for junior and middle management. These vacancies result from LBI's rapid growth in recent years demonstrated by the Bank's presence today in 44 countries.

Applicants, preferably aged 35 and under, will ideally have the following qualifications and experience:

- At least five years banking experience
- Corporate and international lending skills
- Marketing and negotiating skills gained in dealing with corporate customers
- Knowledge of foreign exchange operations
- Appropriate professional qualification or degree
- Fluency in at least one foreign language

Successful candidates should be prepared to assume executive posts in London or overseas after an induction period in Head Office. Future career prospects internationally are excellent.

LBI has a competitive salary structure and, overseas, pays appropriate salaries according to the conditions in each country, plus special provisions for mobile staff.

Please write giving full details of your experience, qualifications, age and salary to Richard Dowler, Manager, Manpower Planning, Lloyds Bank International Limited, P.O. Box 241, 40-66 Queen Victoria Street, London EC4P 4EL.

LLOYDS BANK INTERNATIONAL

40-66 Queen Victoria Street, London EC4P 4EL. Telephone 01-243 9822. A member of the Lloyds Bank Group.



Chief Accountant

Lyons Tetley
up to £9,400 + car

Lyons Tetley Ltd., is one of the largest and most successful grocery manufacturers in the UK employing over 4,000 people in its four major factories.

You will be responsible to the Financial Director for the entire financial accounting function with a staff of 120, including four departmental heads.

You will be joining a young management team in a fast moving demanding industry and will need to be a fluent,

positive communicator with proven management skills.

Ideally aged 30-40, you should be qualified with a number of years post-qualification experience within a manufacturing environment. Experience in the use of computers and in cash flow planning are essential requirements.

Relocation expenses will be offered where necessary and fringe benefits reflect the importance of this appointment.

Please contact:
John Eldridge, London (01) 235 7030. Ext. 253.
PER, 4/5 Grosvenor Place, London SW1.

Applications are welcome from both men and women.



Assistant Director of Internal Audit - Europe

London Base c. £12,000 plus bonus and car

Our client is one of the world's largest and most successful corporations in the entertainment, music, publishing and communications industries. The Assistant Director will help in managing a growing department, responsible for the audit of the corporation's many interests throughout Europe and certain other countries. Due to outstanding world-wide growth, key tasks include high level operational and financial advice, review of new and existing computer

installations and development of EDP auditing techniques. Promotional prospects are exceptional — in finance or general management. Candidates, aged 30-40, will be qualified accountants speaking German and French, with considerable experience of U.S. and International accounting and auditing standards, and EDP techniques. Overseas travel can be expected and company conditions and fringe benefits are excellent.

G.E. Forester, Ref: 18135/FT

Male or female candidates should telephone in confidence for a Personal History Form to:

LONDON: 01-734 6852, Sutherland House, 5/6 Argyll Street, W1E 6EZ.

Hoggett Bowers

Executive Selection Consultants
BIRMINGHAM, GLASGOW, LEEDS, LONDON, MANCHESTER, NEWCASTLE and SHEFFIELD

Jonathan Wren · Banking Appointments

The personnel consultancy dealing exclusively with the banking profession

We are the leading and longest-established specialists in banking appointments. Currently we can offer over 300 vacancies with our merchant and international banking clients, of which a small selection is mentioned below:-

F.X. DEPOSIT BROKER (Knowledge of French/German)	c. £10,000
TRAINEE F.X. DEALER	to £4,000
F.X. ADMINISTRATION	to £5,000
EUROBOND SALES EXECUTIVE	to £7,000+
FINANCIAL ANALYST	c. £7,000
CREDIT ANALYSTS	£5,000/£7,000
CHARGED SECURITIES	£3,500+
GRADUATE TRAINEE	£2,750+bonus
SENIOR ACCOUNTANT (A.C.A.)	c. £9,000
MANAGEMENT REPORTS ACCOUNTANT	c. £6,000
INTERNAL AUDITOR	c. £6,000
D.P. MANAGER	c. £6,000+
COMPUTER PROGRAMMER/ANALYSTS (IBM System III)	£4,000/£6,000
DOCUMENTARY CREDITS	£5,000
RECONCILIATIONS CLERK	to £3,750
STOCK EXCHANGE SECURITIES	c. £3,200

For further details, please contact RICHARD MEREDITH or SOPHIE CLEGG

170 Bishopsgate London EC2M 4LX 01-623 1266/7/8/9

EUROPEAN ACCOUNTANT

Age 25-27

Brussels £9000 + bonus

The position is twofold involving acting as Belgian controller and as European Group Accountant. Working closely with local staff, he or she will control the head office and its \$1 million expenditure. In the group accountant capacity the accountant will monitor and investigate the European operations, and assist in further business development.

Marketing high volume consumer products our client is undergoing rapid expansion. The European head office in Brussels controls 10 subsidiaries with five more opening in 1978. Applicants should be French speaking qualified ACA/ACMA/ACCA/ACIS in the profession or industry and should telephone or write to David Hogg ACA, quoting reference 1/1658.

EMA Management Personnel Ltd.
Burne House, 88/89 High Holborn, London, WC1V 6LR
Telephone: 01-242 7773

SCANDINAVIAN BANK LIMITED BAHRAIN BRANCH

GENERAL MANAGER

We require an experienced Euro-currency banker for our branch in Bahrain to take over from the existing General Manager when he returns to London.

The appointment carries responsibility for the effective overall supervision of all activities of the branch and requires a sound knowledge of all aspects of Euro-currency lending and foreign exchange. Experience in Middle East and international capital market activities of a bank would be an advantage.

Candidates should be between 35 and 45 years of age and will be expected to reside in Bahrain for two to three years.

Salary is negotiable with free accommodation, transport and medical facilities and an excellent and attractive remuneration package is envisaged.

Applications with full C.V. in strictest confidence should be forwarded to:-

In London

D. J. Hughes,
Managing Director,
Scandinavian Bank Ltd.,
36 Leadenhall Street,
London EC3A 1BH.

In Bahrain

R. F. N. Clark,
General Manager,
Scandinavian Bank Ltd.,
Pearl of Bahrain Building,
Government Road,
P.O. Box 5345,
Manama State of Bahrain.

Euro Currency Banker Southern Europe

Due to the expansion of overseas interests, our client—a major New York-based bank—is looking for an experienced man or woman to complete a small, professional team specialising in Southern Europe.

This is a new appointment, and you will be active in all aspects of the team's operation; from the maintenance of existing relationships to involvement in Euro Currency Loan Syndications. The position is based in London, and you will be expected to assume reasonable responsibility within a very short time.

You should have at least 2 years' relevant experience in Euro Currency banking and legal documentation. Fluency in Spanish, French or Italian is an advantage.

An attractive salary, fully commensurate with your qualifications and experience will be supported by all the fringe benefits normally associated with a first-class banking institution.

Please write in strictest confidence enclosing a full curriculum vitae, including present income, together with a recent passport photograph to: I.W.G. Cluett, at the address below, quoting ref. EC/16/FT. Listing any companies to which your application should not be forwarded. All replies will be answered.

B&B

CONFIDENTIAL REPLY SERVICE
Benton & Bowles Recruitment Limited,
197 Knightsbridge, London SW7.

Financial Director

Vetric Ltd., a subsidiary of Glaxo, is the largest Pharmaceutical Wholesaler in the United Kingdom, and distributes to Retail Pharmacies and Hospitals from its 40 branches using a large and developing on-line computer system.

The present Financial Director is returning to New Zealand on completion of 3 years' secondment. A replacement is required to take charge of the Accounting and Computer activities of the Company and to participate in the formulation of policy at Board level.

The successful candidate will probably be aged between 35 and 45 and be both broadly educated and well qualified professionally. Several years' experience in commerce outside the profession would also be helpful. Knowledge of the Distribution or Pharmaceutical industries — or both — is desirable, as is experience of advanced Computer Systems in the communication field. Above all, evidence of ability to bring an analytical and objective approach to bear on Company problems is required.

A five figure salary will be offered and a Company car will be provided as the Financial Director is required to visit each Branch/Depot at least once a year. Residence will be required within 25 miles of Runcorn, where the Head Office is situated.

Applications should be made in writing to:-

The Managing Director, Vetric Limited, 4 Chapel Street, Runcorn, Cheshire, WA7 5AP.

Each one will be treated in strict confidence and no enquiries made of present or past employers without a candidate's permission.

Financial Director

Southern Home Counties £15,000+

A quoted U.K. engineering group with a £40m. turnover seeks a Chartered Accountant to be responsible to the Group MD for all accounting, control, reporting, systems and treasury matters in the U.K. and overseas. There is scope for improvement both in profit performance (in some subsidiaries) and in current asset control. Salary is negotiable and other conditions are realistic.

Candidates (male or female) will probably be 35-50. Ideally, their experience should cover the financial control of an industrial (engineering) profit centre, corporate banking practice, monitoring overseas subsidiaries and a group staff appointment. The personal qualities appropriate to a Board appointment in an independent quoted group should be self-evident. There will be some overseas travel. Prospects are not confined to the finance function.

For a fuller job description write to John Courtis at J.C. & P. Ltd., Selection Consultants, 78 Wigmore Street, London W1H 9DQ, demonstrating your relevance briefly but explicitly and quoting reference 7007/FT.

JC&P

International Personnel Executive Based in London

Our client is a major multi-national engineering organisation operating throughout the world, with a company headquarters in London and there are Personnel and related departments in several major locations to serve the needs of local management. This senior appointment based in London carries responsibility for the overall co-ordination and direction of the European departments with particular emphasis on maintaining the company's present excellent record of international industrial relations.

The appointment calls for a man or woman, between 35 and 45, with experience covering the whole range of personnel management, particularly industrial relations, in a multi-national environment. Applicants should have held senior appointments within major unionised and non-unionised organisations and these should have included management of administrative departments other than Personnel. The necessary depth of experience and maturity required to tackle this challenging role will appeal particularly to those wishing to develop, rather than maintain, high professional standards.

An attractive salary with excellent fringe benefits will be negotiated.

Write with full curriculum vitae to: T. C. Malhotra, Director, Ref. CGI 65/4 Austin Knight Limited, London W1A 1DS. All applications will be forwarded to the client concerned, therefore companies in which you are not interested should be listed in your covering letter.

AK ADVERTISING

£7,500 p.a. plus Manager— Financial Applications LONDON International Computer Manufacturer

Good academic qualifications or a professional qualification plus accounting systems design and development experience. Familiarity with interactive systems essential. Development of manufacturer or bureau package systems desirable. Outstanding career opportunity for man or woman with a company offering excellent fringe benefits which include bonus, car allowances, pension scheme with life cover, BUPA and re-location expenses.

Suitably qualified candidates please phone 01-493 7117 for application form quoting MRD 8002 (24 hour answering service).

MRD

Management Recruitment Division
BOYDEN INTERNATIONAL LTD.
11/15 ARLINGTON STREET, LONDON, SW1A 1ED.
LONDON, PARIS, BRUSSELS, GENEVA, ROME, MILAN,
MADRID, BARCELONA, TOKYO, HONG KONG, CARACAS,
MEXICO CITY, SAO PAULO, AUCKLAND, HAMBURG,
SYDNEY, JOHANNESBURG AND THROUGHOUT THE U.S.A.

FIRST-CLASS OPPORTUNITIES
available to qualified, student and
experienced accounting personnel.
Contact: Alan Moore or Brian Coggett
on 01-628 2691.

DRAKE ACCOUNTING
AND ASSOCIATES

Nationwide Building Society

Nationwide Building Society, a leading financial institution throughout the United Kingdom with assets in excess of £2,800 million, is seeking an assistant for

INVESTMENT MANAGEMENT

within its Head Office, Finance Division in Holford. The successful candidate will join a small team responsible for cash flow budgeting and providing accounting and management services on liquid funds which now exceed £500 million. The interesting range of duties will appeal to those with good previous experience of accounting/administrative procedures relating to investment portfolio management. Commencing salary in the region of £4,500 per annum on a scale rising to £5,800 subject to job performance. The concessional mortgage facility applies and other fringe benefits include season ticket loan and four weeks annual holiday entitlement. The Society has its own Superannuation and Sickness schemes. Applications, giving details of age, experience and salary expectations should be sent to:-

M. H. Phillips ACCA IPFA NIMM
General Manager (Finance)
Nationwide Building Society
New Oxford House
High Holborn London WC1V 8PW

HAMBROS BANK

Leasing Executive

The Equipment Leasing Department of Hambros Bank has a vacancy for a marketing executive, aged between 25 and 35, with good commercial experience and sound knowledge of the leasing industry.

The successful applicant must have a proven record of financial marketing at the highest corporate levels, and will have the ability to combine negotiating skills with a high standard of technical competence in financial, legal, accounting and tax matters.

Salary commensurate with ability and experience, is negotiable, with good fringe benefits.

Applications may be submitted in strictest confidence to: Mr. A. F. Steel,
Manager, Hambros Bank
Equipment Leasing Department,
41 Bishopsgate,
EC2.

Head of Group Taxation

£15,000+

The Barclays Group of Banks is keenly aware of the increasing need for creative consideration and control of the tax affairs of the Group. Recent reviews have indicated the benefits of strengthening and consolidating the internal tax function to complement the counsel of professional advisers. The Group is, therefore, anxious to appoint a Head of Group Taxation of creative mind and of the highest technical standing to lead this tax function. The importance placed by the Group upon this appointment will be seen from the fact that the successful applicant will report directly at Group Vice-Chairman level.

Main functions will include advice to the Board on the most favourable tax policies to pursue, the undertaking of creative tax planning and conducting research into the effects of recent and likely future legislation. He — or she — will lead for the Group in all important tax negotiations.

Expertise in financial legislation and skill in articulate presentation are key requirements.

Likely age range 35 to 40. The salary indicator is £15,000 but it could be higher. The benefits are impressive. Location London.

Please write in confidence for a description of this job and for an application form to David Prosser, Price Waterhouse Associates, Southwark Towers, 32 London Bridge Street, London SE1 8BY, quoting MCS/3651.

FINANCIAL EXECUTIVE FOR SAUDI ARABIA

Tax-Free Salary and Facilities Negotiable

A recently-established investment company owned by prominent Saudi businessmen seeks general manager to develop the company's potential. In close collaboration with an international bank with Middle East/African orientation in which the new entity is a shareholder, the general manager will be responsible for profitable development of the new company's activities in Saudi Arabia, including:-

- Investment management and advice;
- Identification and packaging of viable private projects;
- Marketing and promotion of sound financing proposals.

The successful candidate would be an active financial executive in the 35-50 age group, resourceful and a proven self-starter. His experience should include knowledge of real estate financing, mortgages and foreign exchange/inter-bank markets. Experience in Arab countries desirable but not essential.

All applications will be treated in strictest confidence and should be addressed to Box A.6258, Financial Times, 10, Cannon Street, EC4P 4BY.

TRUST OFFICER Jersey

We are the Jersey subsidiary of Canada's leading Trust Company. As a result of continuing expansion, an opportunity exists for a capable and experienced Trust Officer.

The successful applicant will have sound practical experience of Trust Taxation, Trust Law and Administration, preferably with an international flavour. The ideal candidate will be aged between 25 and 35 and hold the AIB Trustee Diploma.

A competitive salary is offered together with a comprehensive package of benefits. Assistance with housing and relocation is available. Applications including a comprehensive C.V. should be sent to:-



The Personnel Officer,
THE ROYAL TRUST COMPANY OF CANADA (C.I.) LTD.,
P.O. Box 194, Royal Trust House, Colombeville,
St. Helier, Jersey, C.I.

CHEMICALS

We wish to appoint one or possibly two executives of Sales Manager calibre, having some experience in export-import-traffic business and preferably but not essentially within the sphere of bulk drugs, chemicals and allied materials. The positions are fully responsible and should provide opportunities for unlimited status and benefits in an organisation poised for world-wide development and growth. Salaries and other benefits are negotiable and appropriate to the importance of the appointment. There are no reasonable age limitations although applicants of between 26 and 34 might prove more suitable. For application form, please contact:

I. P. MARTIN,
ANDARD-MOUNT LTD.,
24/28 London Road,
Wembley, Middlesex.
(01) 903 4388

Lending Officer to £7500

An as yet relatively small U.S. Bank seeks an equally ambitious young banker with the capacity to contribute towards its growing reputation for innovative, "made-to-measure" international financing. Essential requirements are a good degree, sound Credit experience and the ability to negotiate at senior level.

Credit Analyst £6000 - £7000

This is an appointment with a good name Consortium Bank offering a genuinely well-trained, experienced Analyst every opportunity to develop his/her skills on the basis of which to progress to wider responsibilities.

Bank Accounting c.£4750

2 extremely active International Banks each seek a really capable person to assist with wide ranging aspects of Bank Accounting, including: Financial Accounting, Management Information, Currency revaluations, Positions, etc.

Please telephone either John Chiverton, A.B.S., or Trevor Williams on 405 7711.

David White Associates Ltd.

Lampden House, 84, Kingsway, London, W.C.2.

INVESTORS CHRONICLE

Financial writers

The Investors Chronicle has vacancies for a Senior Financial Writer experienced over a wide range of investment and business topics and for a Junior Financial Writer. A trainee might be considered for the second post.

Applications in writing, marked "Private and Confidential," to:
Michael Brett, Editor, Investors Chronicle,
Greyfriars Place, Fetter Lane, London, EC4A 3DF.

N. London

£12,000 + car

FINANCIAL DIRECTOR

The Company A major engineering business and a substantial exporter. A subsidiary of one of the U.K.'s leading high-technology groups - ranked in the Times top hundred companies.

The Job Total responsibility for the financial and data processing functions. The initial emphasis will be on the further development of well established management reporting systems.

The Candidate An accounting qualification is essential as is substantial experience in an engineering environment.

Brief but comprehensive details of career and salary to date, which will be treated in confidence, should be sent to:

E. J. Robins, The Executive Selection Division - RF502, Coopers & Lybrand Associates Ltd., Management Consultants, Shelley House, Noble Street, London, EC2V 7DQ.

Lawyer/Accountant for US Bank

A major American Bank is looking for a man or woman with a legal or accountancy qualification to fill the post of Senior Officer in the problem loan department of its City based headquarters.

Working in this rather delicate area, you will need diplomacy to back substantial experience in banking and/or insolvency and in real estate. A knowledge of German, Spanish or French would also be helpful.

We offer an attractive salary, plus all the benefits normal in a major bank including 5% mortgage scheme.

In the first instance please write in the strictest confidence, with full career details to N. S. Holker, at the address below quoting reference LA/217/FT. List separately any companies to which your application should not be forwarded. All replies will be answered.

B&B

CONFIDENTIAL REPLY SERVICE
Benton & Bowles Recruitment Limited,
197 Knightsbridge, London SW7.

TOUCHE, REMNANT & CO.

Investment Staff

Late 20's London

Touche, Remnant & Co., provide investment management and secretarial services to a group of investment trust companies and pension funds. Total funds currently under management exceed £700m and the company is planning to increase its experienced investment staff.

The new member of staff will be primarily responsible for reviewing portfolios managed by the Group. He/she will organise and plan the work of some other members of the Investment Services Department.

The successful applicant should possess a professional qualification and/or a good university degree and a minimum of three years commensurate professional knowledge, acquired through practical experience in portfolio management or investment research.

A highly competitive salary will be offered and this post should lead to responsibility in Fund Management.

Please write or telephone for an application form, quoting ref. 908 to:

W. L. Tait,
Touche Ross & Co., Management Consultants,
4 London Wall Buildings, London, EC2M 5UJ.
Tel: 01-588 8844



CORPORATE FINANCE

A leading firm of Stockbrokers with an active corporate finance business and a substantial list of company clients requires an experienced executive to play a key role in the planned expansion of this side of the firm's business.

The successful candidate is likely to have a legal or accountancy qualification and to have had practical experience of corporate finance work in a merchant bank or major stockbroking firm. The preferred age bracket is 30 to 40, but an exceptional candidate outside this range would be considered.

The position has very considerable potential for progress in a profitable and ambitious firm and will be rewarded on a fully competitive basis.

Applications will be forwarded direct to our clients, and you should indicate in a covering letter any firms to whom you do not wish to apply. Please apply in writing quoting reference 908, giving particulars of career, in confidence, to:

W. L. Tait,
Touche Ross & Co.
Management Consultants
4 London Wall Buildings
London EC2M 5UJ

MERIDIAN AMERICAN DEPOSIT CORPTN.

require

CD BROKERS FOR NEW YORK

- TWO YEARS' EXPERIENCE MINIMUM
- INITIAL APPLICATIONS IN CONFIDENCE PLEASE TO:

I. A. ROWE, Director,
Meridian Deposit Brokers Ltd.
35 London Wall, E.C.2.
Tel. (01) 588 1431

Treasury Management Area Manager.

A vigorous and successful City based bank of long standing wishes to appoint an experienced manager to service its numerous industrial and commercial clients located in West and North London.

This will entail visiting Companies at a senior level, identifying their requirements and helping to supply these in a creative manner. The job is active, varied and stimulating, and requires initiative, drive and a high level of intelligence.

Desirable specifications:
Banking, Accounting or Legal background.
Industrial/Commercial/Treasury experience.
Ability to get Business.
Age 30/35.

Remuneration around £8,500 with car and other benefits.

Please apply in strict confidence, quoting reference 1759 to Clive and Stokes, 14 Bolton Street, London W1X 8JL.

Clive & Stokes
Appointments & Personnel Consultants

CAMPBELL NEILL & CO. INVESTMENT ANALYST

An Analyst is required to join our Research Department. The successful applicant will require to produce evidence of a thorough analytical training supported by an ability to produce and market high-quality work for institutional consumption. A record featuring specialisation in brewing, engineering or paper and packaging would be ideal although applicants with experience of other sectors, or a sound basic training, will also be considered. A professional or academic qualification is preferred but is not essential. Terms will be competitive in line with age and experience and all applications will be treated in strictest confidence.

Initially, please write or telephone to the following, giving a brief outline of past career:

James C. Hardie,
Messrs. CAMPBELL NEILL & CO.,
Stock Exchange House,
49 St. George's Place,
Glasgow G2 1JN.
Tel: 041-248 6271

Northern Ireland Economic Council

Research Officer
£5,500 - £7,500Deputy Research Officer
£3,000 - £5,500

The Northern Ireland Economic Council invites applications for the posts of Research Officer and Deputy Research Officer.

The Council has been established by the Secretary of State for Northern Ireland to provide Government with advice on economic policy for the Province. It is composed of representatives of employers' organisations, trade unions and independent persons, and is chaired by Sir Charles Carter, FBA.

The persons appointed will report to the Director of the Council. Their duties will relate to economic planning and, inter alia, to the development of a programme of studies and research leading to recommendations to Government on means of improving the economic performance of Northern Ireland.

Candidates for these posts should hold an honours degree of good standard in economics or related studies such as statistics, accountancy, business management or administration. Candidates for the senior post should have substantial experience of the successful application of their discipline in the private or public sector.

Both posts are pensionable. The Research Officer will be paid within the range £5,500-£7,500 and the Deputy Research Officer £3,000-£5,500. Commencing salary for both posts will be dependent on qualifications and experience. In addition to the salary scales quoted, pay supplements of between £310 and £522 are payable.

Applications, supported by a curriculum vitae and the names of three referees, should be made to the Director, Northern Ireland Economic Council, Room 105, Parliament Buildings, Stormont, Belfast BT4 3TT, so as to arrive not later than 1 March 1978.

UNIVERSITY OF MALAWI THE POLYTECHNIC

Applications are invited for the following posts in the BUSINESS STUDIES DEPARTMENT as soon as possible.

SENIOR LECTURER/LECTURER IN ACCOUNTANCY Applicants should have a good degree from a recognised institution and a professional qualification in accountancy with teaching and/or relevant Commercial experience. Possession of a higher degree would be an advantage. The appointee will be expected to teach students reading for a three years University Diploma in Business Studies and degree studies in Accountancy.

SENIOR LECTURER/LECTURER IN BUSINESS STUDIES (TWO POSTS) Applicants should have at least a good honours degree from a recognised institution and/or professional qualifications with relevant teaching or commercial experience. A higher degree would be an advantage. For a Senior Lectureship appointment some administrative experience will be an advantage. Appointees should be capable of offering at least two of the following subjects at degree and/or diploma level: Economics, Accounting, Business Administration, Law, and Financial Accounting. Salary scales: Lecturer, K1500-K6000 p.a. Senior Lecturer K6500-K8000 p.a. (£1 sterling = K1.67).

The British Government may supplement salaries in range £3,450-£4,176 p.a. (sterling) for married appointees and £2,184-£2,862 p.a. (sterling) for single appointees (reviewed annually and normally free of all tax) and provide children's education allowances and holiday visit passages.

If no British Government supplement is available, the University may pay an addition of between K1320-K1656 p.a. for Lecturer and between K1640-K1690 p.a. for Senior Lecturer (taxable in Malawi). Family passages: representation scheme. Grants 15% - 25%; biennial overseas leave; housing and various allowances. Detailed applications (2 copies) with curriculum vitae and naming three referees to be sent to Registrar, University of Malawi, P.O. Box 278, Zomba, Malawi, by 1st March 1978. Applicants resident in U.K. should send one copy to the University Council, 10/191 Tottenham Court Road, London W1P 0DT. Further details may be obtained from either address.

Finance Director

Essex

up to £12,000

The responsibility is for the accounting function of a manufacturing and trading company with a turnover in excess of £20m.

The company operates independently from its parent group and, therefore, requires creative financial information and guidance internally, coupled with the timely preparation of management and financial accounts.

The job calls for a qualified accountant, aged over 30, with experience of developing standard cost

accounting systems and working with others to improve profitability, and making best use of the company's assets. Career prospects are within an international group of companies either in finance or general management.

Applications, which will be treated in strict confidence, should contain relevant details of career and salary progression, age, education and qualifications. Please write to Dr. I. Bowers quoting ref 676/FT on both envelope and letter.

Deloitte, Haskins & Sells, Management Consultants,
P.O. Box 207, 128 Queen Victoria Street, London EC4P 4JX.

STOP PRESS!

OUR CURRENT CITY AND FINANCIAL OPENINGS INCLUDE:

STOCKBROKING INSTITUTIONAL SALES

With major house, 24/30, research background an advantage. Bias to leisure and retail areas preferred. Salary up to £14,000. Opportunities in internal consultancy and management consultancy in major trading and consumer goods multinational. Ongoing and high flying personalities sought. Accounts for major oil company for treasury departments. Considerable travel and prospects. £7,000.

Please contact Colin Barry at Overton, Shirley and Barry (Management Consultants), 17, Moylewell Row, London, EC4A 4JB. Tel: 01-247 8274.

Overton Shirley and Barry

WEST END SURVEYORS AND ESTATE AGENTS

have vacancy for an ambitious assistant, whose talents and creative ability will be met by future prospects.

Write Box A.6259,
Financial Times,
10, Cannon Street, EC4P 4BY.

EVANS EMPLOYMENT AGENCY LTD.

Will welcome your enquiries in strict confidence about positions in stockbroking.
15, Copthall Avenue,
London EC2. 01-628 0985.

I HAVE EARNED £2,800 per month since joining a similar advertisement in 1975. I am looking for a dynamic person to join me as a **Business Life**. The work is varied and extremely rewarding. Location: London, Africa. The person must have successful background, age 25-35. Telephone Barry Weger 01-2545159 3179 or write 516 Argyle Street, London, W.1.

INTER-BANK dealer circa £2,000 required for **Inter Bank**. V.P.M. Employment (App.).

INTERNATIONAL BANK require fully exp. FX supervisor to head dept. Responsible to Dept. manager, circa £5,000. 2-2-78. Recruits privately, V.P.M. Employment, 6, Liverpool St., E.C.2. 01-255 0022.

RETIRED BANKER required by small private company in Kensington as Office Manager of property development company. Salary £2,500. Write Box A.6259, Financial Times, 10, Cannon Street, EC4P 4BY.

Banking

Eurobond Manager

c£15,000

A professional Eurobond executive aged around 30 is required to assist in the development of a rapidly expanding institution.

Ref NCP

Credit Management

c£9,000

This senior position in the Loans Department of a major international bank calls for substantial experience of credit analysis and loan documentation.

Ref AJT

Investment Accounting

£5,750 to £7,000

Leading investment bank requires an effective administrator, 25-35, with accounting experience and a knowledge of international securities markets.

Ref AJT

Credit Analysis

c£7,000

A strong background in credit analysis is essential for this developing career opportunity with a consortium bank of impeccable parentage. Ideal age 25-30.

Ref AJT

Syndications Executive

c£7,000

Prominent Merchant Bank requires an intelligent banker, 26-28, with good all-round credit experience, to play a significant part in the expansion of its Syndications Department.

Ref NCP

Credit Assistant

c£7,000

Major international bank seeks two young executives, 27-32, with all-round international banking experience and a sound knowledge of credit analysis and administration.

Ref TDK

Investment Assistant

to £5,000

A rare opportunity to join the Investment Division of a well-respected US bank. Candidates, 25-35, should have a sound knowledge of the administration of UK and foreign securities.

Ref TDK

For further details, telephone 01-248 3812 in confidence.

NPA Recruitment Services Ltd

60 Cheapside - London EC2 - Telephone: 01-248 3812/3/4/5

OPERATIONS MANAGER

Age 30-40

BANKING

£12,000 +

AN OUTSTANDING OPPORTUNITY OFFERING A CHALLENGING LONG-TERM CAREER

A leading International Bank with major expansion plans seeks an innovative, ambitious Manager with both commercial and technical experience, to control the daily banking operations. Specific responsibility for Documentary Credit, Bills and Foreign Transfers means that the successful applicant will be fully conversant with these areas, with experience gained from within a recognised Banking name. The possession of the Bankers' Diploma is mandatory, and personal qualities must include the ability to fulfil a practical and demanding managerial role.

Salary is negotiable around the above figure, and benefits benefit the considerable importance attached to this appointment.

Please telephone, in strict confidence, Rod Jordan

BANKING PERSONNEL

41/42 London Wall - London EC2 - Telephone: 01-588 0781

(Recruitment Consultants)



OPPORTUNITIES FOR NEWLY QUALIFIED ACCOUNTANTS ON MARCH 9 1978

The Financial Times proposes to publish, within its regular Thursday Appointments columns, on March 9 1978, a section headed "Newly Qualified Accountancy Appointments." This section is timed to appear following the results of the Finals, when several thousand newly qualified accountants will be in search of career opportunities. For full details of advertising in this section contact: James Jarratt on 01 248 8000. Ext. 539.

FINANCIAL TIMES
EUROPE'S BUSINESS NEWSPAPER

The Marketing Scene

Opex buys 40% of French agency

THE U.K.'s largest advertising agency, Opex, has bought a 40% stake in the French agency, Robert & Partners, for £143m. The deal, announced yesterday, is the largest in the history of the advertising industry in this country. Robert & Partners, founded in 1973, has a turnover of £22.5m and employs 150 people. It is one of the fastest growing agencies in France, with a 40% increase in turnover over the last year. Opex, which has a turnover of £143m and employs 1,000 people, is the largest advertising agency in the U.K. The deal is expected to create a powerful force in the European advertising market.

Getting the name right

BY MICHAEL THOMPSON-NOEL

ANYONE who has adopted a name for a new product or service knows that it is a decision that can be a tortuous and in some cases an expensive one. Typically, the client company starts by working out its marketing strategy for the product and deciding exactly where and how it wants to position it. Initially, up to 400 names may be proposed by the ideas team, all of them hopefully reflecting the planned character and positioning of the product. Novamark then whittles the list down to 500 checked names and the company itself then reduces the list to around 60. At the end of a lengthy process, Novamark and its client may be left with only half-a-dozen which work and are available. At present Novamark is researching a name for a European confectionery product. Of the 500 names it first sent the client, only three have proved registerable. "It is often the case that products get on to the market with badly chosen names that are simply inappropriate," says Mr. Murphy. In the larger field, for example, he reckons names like *Norseman* and *Viking* to be banal and anti-positional. A name he is rather fond of is *Cariba*, the Cadbury Schweppes pineapple and grapefruit crush. "At the time, Schweppes had very powerful brands in mixer drinks but it didn't have international strength in pop or cola or soft drinks. We put together a portfolio of international soft drink names suitable for 20 major countries and finished up with seven really powerful international marks. Cariba showed up extremely well in consumer research. It was thought to have an Alpine quality yet at the same time was considered warm and exotic. It was easy for children to pronounce and works in all languages." Not that Cariba was totally free. Beecham was found to own the rights to the trade name Cariba, so to head off any misunderstandings, Schweppes bought Cariba from Beecham for £100. (On a much larger scale, Esso reportedly paid Dunlop an estimated £250,000 for the rights to Novamark from the client end while working for Dunlop on the launch of a new safety tyre. The search for the right name had been on for two years. At one point Dunlop turned to its employees, offering a cash prize and would cost £2,000-£2,500. To for a suitable name. The workers cover the EEC it would cost got excited, sending in 9,000 around £10,000, and to produce entries which included ad jingles, a name for world-wide use in at least 25 major markets—a project Some of the names that turned up displayed real zeal: Jack the Gripper, Erecta, Bottom of the Pops, Platypus and Windbag. But none met the marketing and legal criteria, so Dunlop turned to Novamark which after five and a half months produced the name Denovo. The cost: £5,000. Costs vary. Mr. Murphy says that it would take four to five weeks to research and clear a brand name for use in the U.K. only marketing failure.



Some of the brand names developed by Novamark. It can cost from £2,000 to £25,000 to develop a name.

Should the professions advertise?

BY MIKE WATERSON

OVER RECENT years there has been a great deal of discussion between the Government and professional bodies on the restrictions which the professions apply to their members. One of these in particular—the ban on advertising—has, perhaps surprisingly, received considerable criticism from Ministers, the Monopolies Commission and the Office of Fair Trading. Although some professional bodies have relaxed or even abandoned the ban recently, many professions still show a marked reluctance to accept the benefits that might accrue from a more active competitive stance. With evidence now accumulating in the U.S. where more rapid progress has been made in opening the traditional reluctance of the professions to indulge in competitive activities, the present is as good a time as any to reassess the possible costs and benefits of a change in attitude in the U.K. both to the community and the profession. The ball really started rolling in 1970, when the Monopolies Commission reported on the professions. The Commission stated categorically that it could see no reason why the competition that was supposed to be so healthy in other business areas should have the opposite effect on solicitors, architects, accountants, doctors, and management consultants, nor indeed on any of the 150-plus professions. The Commission followed up the argument with detailed reports on individual professions that concentrated on the supply of various services, specifically in relation to the restrictions on advertising imposed by the bodies concerned. In putting forward evidence to the Commission, most of the professions had claimed that to permit advertising would produce an undignified scramble for business which would lead to lower professional standards and enable unscrupulous practitioners to deceive potential clients. They also claimed that since advertising has a cost, it would inevitably lead to higher prices and/or poorer quality work. Although allowing that such arguments were sincerely held by many professional people, the Commission's findings in general were in favour of allowing adver-

tising. For example, the Commission's report on solicitors stated unequivocally that a monopoly situation existed in favour of solicitors that resulted in disadvantages to the public interest in that existing restrictions on the advertising of solicitors services prevented the public, as well as potential new entrants to the profession, being given information about the services offered by individual solicitors, and that the restrictions were likely to have disadvantageous effects on the profession's general competitiveness and efficiency as well as on the introduction of new methods and practices. "We have considered the various benefits claimed to result from the restrictions," said the report, "but find that the disadvantages outweigh the advantages to the public interest." Essentially the Commission was recognising that advertising is one facet of competitive behaviour, and that because of the importance of market information in bringing together buyers and sellers, it was one that should not be discouraged insofar as certain rules of behaviour were observed. The Commission also explicitly recognised that advertising was one of the more controlled forms of selling activity because of its inherently public nature. Only two further arguments are worth adding to the very comprehensive Monopolies Commission summary. First, advertising is one of the most cost-effective ways of communication, and in this sense may lower costs since some form of advertising is necessary in most professions. Second, greater information about sellers will lead to greater specialisation in the provision of services. Abhorrent though the thought may be to some professionals, a greater specialisation should lead to greater expertise, lower costs, lower prices and/or greater profits. This last argument is most important because it provides the basis for rejection of the fear that advertising will lead to a general decline in standards of academics—that advertising is simply an additional cost with a zero social product. Even if the introduction of advertising were to leave market shares unchanged, it is unlikely that the major benefit to customers (a positive social product) would undoubtedly arise since in all probability customers would have greater market knowledge and would therefore tend to "consume" services with characteristics which better served their needs. What could the professions themselves expect to gain? Given the very nature of most professions it is unlikely that major changes would occur overnight. It is likely that the most efficient, innovative professional practices would gradually take business away from the more moribund organisations and individuals. However, opportunities would exist for much faster growth by new entrants to the market, or organisations able to better the undoubted strains of rapid expansion. One possible approach when looking at possibilities in this area is to examine the experience of the U.S., where the Supreme Court ruled recently that a ban on advertising by lawyers was unconstitutional. The New York Board of Regents has gone even further by ruling that doctors and dentists can advertise, as well, and the New York papers have written about some quite spectacular success stories since these rulings took effect. One New York dentist was quoted as saying: "Since I began advertising my practice has increased by a least 500 per cent." The theoretical benefits to the customer have already been discussed, but what hard evidence is there that prices would really fall without impairing quality of service and other non-price benefits? Again, we have only the U.S. experience to act as a guide, but some quite detailed conclusions can be drawn from this. Some States in the U.S. have allowed advertising by opticians and pharmacists for many years; others have banned advertising.

Bloch Report attacked

THE INCORPORATED Society of British Advertisers has taken issue with the interpretation of the 'harmonisation' recommendations in the Bloch Report that Britain should adopt more restrictive laws relating to sales promotion practice. Prof. Bloch, of Strasbourg University, was commissioned to report on existing laws on premiums and promotions within the EEC, and concluded that the laws in Britain were considerably less stringent than in other member states. He recommended that they be brought into line with the rest of the EEC. Gilbert Lamb, the ISBA director, said yesterday: "We totally reject these recommendations. The ISBA stand on this issue remains unchanged since we published our memorandum on the subject in 1974. Our position is quite clear. We believe that if the EEC laws on sales promotion practice have to be on a harmonised basis, it should not mean the automatic adoption of the most stringent restrictive laws within member states. It is perfectly reasonable to have a more relaxed approach."

Who's looking after the phone?

Agovox C380

the latest phone answering machine from the Zeiss group of West Germany

- competitive rates for 1-year rental
- available immediately

RING 01-778 7255 anytime!

Agovox Answering
4 Sydenham Road, London, SE26 5QW.

Agovox Answering!

The war that never ends

We British are a peaceful people. When a war is over we like to consign it to the history books—and forget it.

But for some the war lives on. The disabled from both World Wars and from recent campaigns, now all too easily forgotten: the widows, the orphans and the children—for them their war lives on, every day and all day.

In many cases, of course, there is help from a pension. But there is a limit to what any Government Department can do.

This is where Army Benevolent steps in. With understanding. With a sense of urgency... and with practical, financial help.

To us it is a privilege to help these brave men—and women, too. Please visit us to help us to do more. We must not let our soldiers down.

The Army Benevolent Fund
for soldiers, ex-soldiers and their families in distress
Dept. FT, Duke of York's HQ, London SW3 4SP

MARKETING APPOINTMENTS

Platinum

Head of Marketing & Promotions

£10,000-£12,000

The Platinum Guild, sponsored by the Western World's largest producer of platinum, has been established within J. Walter Thompson London to encourage wider use of the metal in jewellery design and manufacture in the UK.

A very senior marketing and promotions executive is required who will liaise between the advertising agency, the South African producer company, the UK marketing agents and fabricators, and the market. Substantial budgets have been appropriated to service this operation as part of a multi-million pound campaign which is being undertaken in other major countries as well as the UK.

In addition to administering the established UK Secretariat, the executive will be involved in promotions, including exhibitions, trade press and technical information services in the UK to achieve substantially increased volume.

Candidates should be aged 30-40 with at least 5 years' senior experience in product management and marketing, with a proven track record in the jewellery industry. A highly personable personality, good administrative skills and the ability to take the initiative are more important than formal qualifications. Strong motivation to achieve a real and lasting commercial success is vital and will be well rewarded.

The position is based in London and will involve considerable travel in the UK, as well as a familiarisation visit to South Africa.

Candidates should send a detailed career history to the consultants advising on this position, quoting reference G21/FT.

JWT Recruitment Limited
40 Berkeley Square, London W1X 6AD.

JWT RECRUITMENT LTD
EXECUTIVE RECRUITMENT BRANCH OF G21/FT

A FINANCIAL TIMES SURVEY WORLD DEFENCE INDUSTRIES

MARCH 1 1978

The Financial Times proposes to publish a survey on World Defence Industries on March 1st, 1978. The provisional editorial synopsis is set out below.

Despite attempts by some countries to cut defence spending, directly, and to reach strategic arms limitation agreements; defence remains one of the world's biggest industries, collectively accounting for outlays of well over \$300bn. a year. Demand especially for conventional weapons, continues to grow, especially in the countries of the Third World, and there is fierce competition for these markets.

THE BIG BUYERS AND SPENDERS The shift in emphasis in recent years towards conventional, as opposed to nuclear weapons has created major new opportunities for the world's big armaments manufacturers. In the U.K., the effect of cuts in home defence spending and limitations on some overseas markets, such as South Africa, has forced the defence industries to seek new business elsewhere, such as the Middle East, South America and South-East Asia.

happened to earlier ideas for Mutual and Balanced Forces Reductions (MBFR)? What would the likely effect of such an agreement be on the world's defence industries?

THE MIDDLE EAST This continues to be an area of keen competition for the major arms manufacturers, and some major new developments are in prospect for example, the creation by the Arab Military Industrial Organization of an indigenous arms-production capability. At the same time, some Western countries, such as the U.K. and the U.S., are helping substantially to develop the Royal Saudi Air Force and other armed forces in the area.

CHINA'S GROWING ROLE Although little is heard of China's armory, it is substantial, and growing, with the help of Western countries. **AFRICA** The emphasis upon the establishment of well-equipped and well-trained military forces has been a feature of many of the rapidly developing countries in Africa, and the uncertain situation in some parts of the continent has led to a substantial arms trade.

NEW TECHNOLOGY IN DEFENCE — NUCLEAR WEAPONS In recent years, there have been some significant new developments in nuclear weapons, with increasing capability to provide smaller, tactical, weapons whilst increasing the destructive potential of bigger missiles.

NEW TECHNOLOGY IN DEFENCE — ELECTRONICS Spearheading much of the new developments in defence engineering and technology has been the development of new electronic techniques which are developing into major markets for the world's defence industries. Many of the techniques coming out of the electronics industries are themselves developed from the necessities of defence research.

THE PRESSURES AND PROBLEMS IN NATO Deep concern has been expressed about the cuts in U.K. defence spending, and their effect on the Alliance, at a time when the Warsaw Pact is building up its conventional forces. At the same time, NATO has a major problem in seeking greater standardisation, both to get the best value for money and to improve military efficiency.

THE U.S. POSITION While seeking a new SALT agreement with the Soviet Union, the U.S. remains the Western World's biggest arms builder and supplier. The restrictions on arms sales imposed by President Carter do not yet seem significantly to have diminished the overall volume of business in weapons of all kinds, which is likely to rise this year.

THE WARSAW PACT Defence spending remains very high, especially on conventional weapons, on which there has been great emphasis in recent years. The shift has caused a considerable reappraisal of Western defence thinking, and forced a comparable shift in emphasis towards conventional forces.

THE STRATEGIC ARMS LIMITATION TALKS What progress has there been so far in the search for a new SALT agreement? What has

For further details on the editorial content and advertising rates please contact Nicholas Whitehead, Financial Times, Bracken House, 10 Cannon Street, London EC4P 4BY. Tel: 01-248 8000. Ext. 7112.

FINANCIAL TIMES
EUROPE'S BUSINESS NEWSPAPER

The content and publication dates of Surveys published in the Financial Times are subject to change at the discretion of the Editor.

Thursday February 9 1978

Making bad worse

THE MINERS' decision to settle their wage claim within the 10 per cent guidelines is a considerable triumph for the Government's counter-inflation programme. The policy of firmness in the public sector appears to be paying off, though the challenge from the power workers is still on the table. By contrast the Government's approach to the private sector, involving a series of improvisations to suit particular situations, is increasingly open to question. The latest of these improvisations, which has raised a predictable storm of protest, is presumably intended not only to make its policy more effective but to make it appear more reasonable.

Ministers can argue that they are free to choose from the various competitors for a state contract the firm which best conforms to their conception of the national interest, in particular with respect to its readiness to observe the incomes policy guidelines. They can point out, too, that here as in the U.S., state contracts often contain clauses requiring the contractor to observe certain statutory requirements. At present, for example, they regularly demand observance of the 12-month rule. Whether or not the new proposal increases the Government's ability to control inflation remains to be seen. What seems beyond doubt is that it will aggravate in two ways the main disadvantages of existing practice. It will tend to make the pay structure of industry more rigid still, and it will increase the arbitrariness with which the state dispenses its benefits to industry.

Inflexibility
The gradual return to greater flexibility of pay structures, which was expected and intended to be the characteristic feature of the current bargaining season, has been largely frustrated by the way in which Ministers themselves emphasised the 10 per cent figure. This was meant to be an average increase in earnings. It has come instead to be regarded as a minimum increase in basic pay and, because so few people have been willing to settle for less, the Government has come to insist that nobody (or, at least, not many people) should settle for more.

India and Iran get together

ATTEMPTS by Middle East or Asian states to combine their economic muscle in some regional alliance have so often come unstuck that it would be premature to herald any new grouping in South West Asia. But the partnership that seems to be developing between Iran and India makes a lot of sense and has broader political implications.

Iran is a major oil producer with the wealth to carry through its ambitious industrialisation programme but desperately short of skilled manpower as well as key natural resources from iron ore to food. It is geographically isolated in that it has a hostile Communist neighbour to the north and a suspicious Arab world to the south. There is no obvious export market at its backdoor for the output of its new industries. India, with its 600m. population, abundance of trained manpower, shortage of energy but considerable natural resources and (at the moment) considerable excess capacity in its engineering industry is in many ways a complementary power. In his recent visit to Delhi, the Shah's main concern was to press this marriage forward.

Future supplies
The immediate outcome has been an impressive list of agreements that at face value assure India large quantities of oil at no foreign exchange cost. Iran will invest the receipts in Indian projects such as the development of the Rajasthan desert and a grain producing region and the setting up of a pulp and paper factory with a view to assuring itself of future supplies of these commodities. Beyond this India's engineering industry will get a larger slice of ever scarce Pakistanian take, which has been competing for elsewhere in the Gulf. Logic would suggest that the two sides

Japanese cars and the growing shadow of protectionism

BY TERRY DODSWORTH, Motor Industry Correspondent

YESTERDAY'S announcement from Tokyo indicating that the Japanese car manufacturers will not accept any informal agreement to limit the export sales to the U.K. this year, has both a particular and a general significance. For the two main protagonists, the Japanese and British motor industries, it means another period of acute trading uncertainty with the shadow of Government-backed import curbs looming in the background. But for the world car manufacturers, who have been watching developments with increasing fascination, it signifies another tottering step towards protectionism.

Talks between the two countries have taken on this dimension because of the positions of Japan and the U.K. as leading trading nations with a commitment to liberal trade policies. What is at stake is whether the U.K., under the threat of an imminent collapse of its own vehicle manufacturing sector, can head off the fast-growing Japanese industry through diplomatic means. If it cannot, and if the British Government is forced to step in with restrictive import measures, the whole sensitive structure of world car trading developed in the past 20 years is threatened.

Not all car manufacturers would be unhappy about a return to more restrictive trading patterns. Indeed, many look back to the way in which the motor industry was developed behind barriers of one kind or another with a great deal of nostalgia. Until the 1950s, this pattern of trading was the norm for the industry. In Britain, for example, tariffs were introduced in 1915, and apart from a brief spell in the 1920s, stood at between 22 per cent and 33 per cent, until the Kennedy Round negotiations. Japan, which had no car industry to speak of at all until the 1950s, only began dismantling its own tariffs in 1967. Although these are now down to zero, foreign manufacturers still complain about hidden barriers such as unnecessarily complex local regulations.

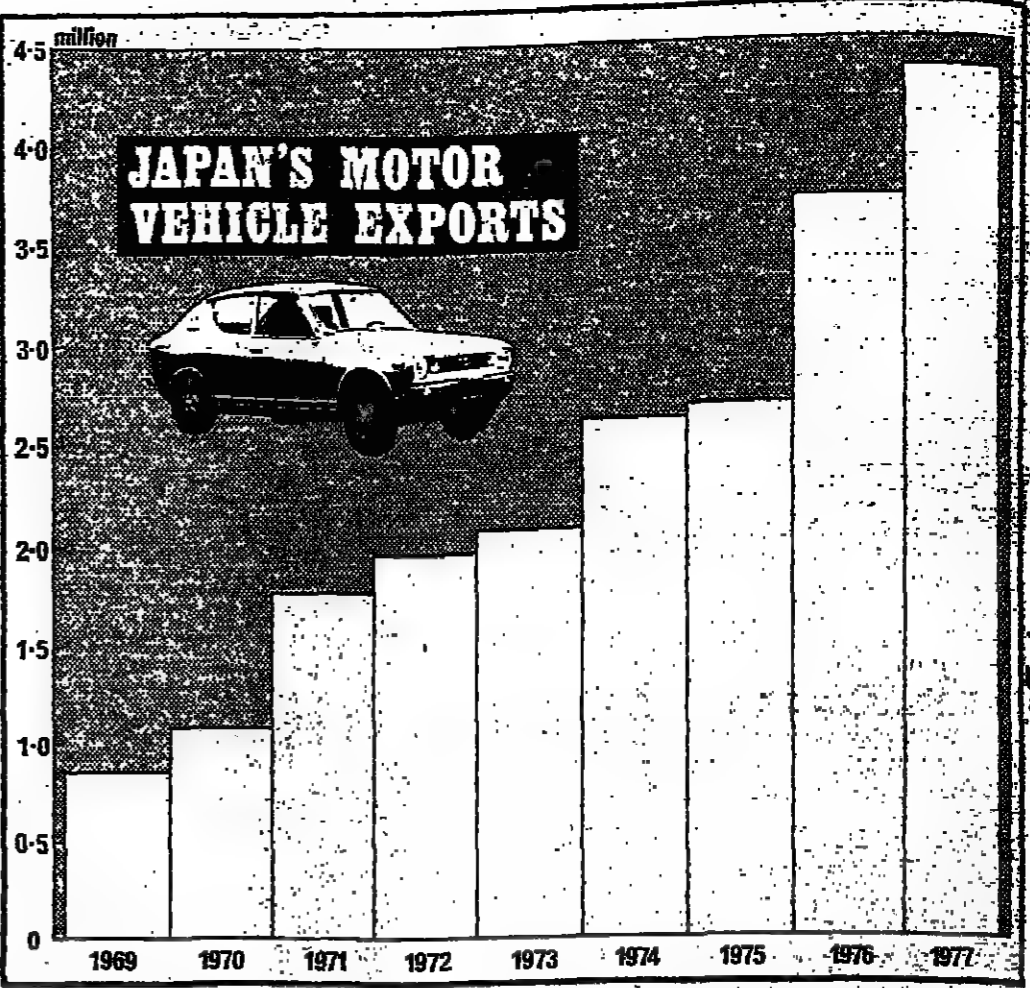
JAPAN'S SHARE OF EUROPEAN MARKETS

Norway	38.3	-2.0
Finland	22.5	-0.6
Netherlands	20.0	-3.2
Belgium	19.1	-1.1
Denmark	17.4	+0.9
Ireland	15.1	-3.6
Portugal	13.0	-6.3
Switzerland	12.1	-3.2
U.K.	10.9	-1.4
Sweden	10.3	-2.1
Austria	6.4	-0.8
France	2.7	same
West Germany	2.5	+0.6
Italy	—	—
Spain	—	—
Total	6.5	+0.8

(* Figures show Japanese share of car market in first ten months of 1977, compared with full year 1976)
† Japanese imports into Italy and Spain are restricted and represent a negligible market share.

The effect of these newly-established industries has been to shut out the older exporting nations. Commenting on this trend recently, Herr Heinz Brantitz, finance director of Porsche, the German sports car manufacturer, had this to say: "It is often argued that we sell too large a part of our output in the U.S. in a normal free trading climate this would be a legitimate criticism. But in our view we have come to the beginning of the end of free trade all over the world."

"We have lost ten markets in the last few years. We are now out of Latin America because they have closed the market



markets for these extra vehicles, to be allowed to trade freely because the U.K. and Continental manufacturers have accepted a community interest as partners who can not only in cars but also in other products. The U.K. must accept that this is why it could act with a certain amount of cohesion — indeed there is evidence that they each took certain countries as their main area of influence when they came to Europe. But Japan also has the most diverse and competitive domestic motor industry in the world. As new manufacturers have come along, the shape of Mitsubishi, Honda, Subaru and Daihatsu, and others, pushed themselves into export markets, great rifts have emerged in the Japanese camp.

The Japanese also have a deep, legitimate fear at the moment that if they go on operating a well-publicised voluntary curb on their U.K. sales, it will lead to other countries asking for similar arrangements and hence to back-door import restrictions. Some of the importers, particularly among the importers, would like to bring the position out into the open and compel the British authorities to bring in formal restrictions rather than to continue operating in a twilight world of hints and nudges.

VEHICLE OUTPUT IN 1977

	Units	% of 1976
Toyota	2,720,758	9.4
Nissan	2,278,051	1.1
Toyota Kogyo	800,003	11.6
Mitsubishi	776,412	19.9
Honda	644,931	18.7
Others	1,274,347	13.3
Total	8,514,522	8.6

TOP TEN CAR MARKETS

	Units	% of 1976
U.S.A.	1,050,065	28.5
Australia	205,538	116.514
U.K.	116,514	103.441
Canada	111,381	99.049
Netherlands	103,441	74.467
Belgium	99,049	72.124
Saudi Arabia	74,467	53.707
France	72,124	49.071
West Germany	53,707	49.071
South Africa	49,071	—

The failure of the talks in Tokyo clearly makes such an over move more probable, although no-one is likely to act until the first quarter sales are over and it is clear how the Japanese are progressing. The British Government does not have a great deal of room for manoeuvre. During 1975 it could find no grounds for proceeding against the Japanese on straight forward, anti-dumping grounds, and it would therefore have to resort to restrictions on the grounds of damage to a domestic industry — a measure which would invite counter-restrictions.

On the other hand, the U.K. is now receiving greater support from its EEC partners than three years ago. This is partly because they are also coming under pressure from the Japanese in their home and export markets, and partly self-sufficient.

MEN AND MATTERS

Salad days are here again

Prior to the referendum on British membership of the Common Market, a heated exchange took place in the House of Commons as to the voting rights of British subjects resident outside these sceptred isles. Should they or should they not be able to cast their vote on this momentous occasion. The official Tory view was that they should, but this was swamped by the Government's line that such people were mainly "lotus eaters" who had somehow forfeited their rights to decide Britain's future by having opted instead for a sybaritic life of sun, wine and beautiful women.

The debate was, apparently, followed with some interest in the foreign, particularly French Press. What they made of it is open to question, as one correspondent reportedly translated "lotus eaters" as "lettuce eaters."

Fortunately another chance to put the record straight is now at hand. Yesterday in Parliament, opposition speaker Douglas Hurd put forward an official Tory amendment to the European Assembly Election Bill, urging that British subjects living and working in EEC countries, including presumably both lettuce and the occasional lotus eater, should be able to vote in the direct elections. The Government view is still that such rights belong only to those masochists who remain residents of the U.K., salad lovers or not.

Radical flick

The prospect of a leftwing victory at the forthcoming French elections might send shivers through the foreign exchange

Cabbies' tribute

On Saturday a tornado in the shape of a 97-year old Chicago lawyer named Charles A. Bane will descend on London. He is chairman of the American foundation set on raising \$500,000 by August to bring Temple Bar back to the City from its present place in a Hertfordshire field. Bane will be met at Heathrow by the silver "Jubilee Cab" — which London's taxi drivers are lending him for his week long visit; the cabbies feel involved because they claim that Temple Bar was paid for in 1680 by a £1,500 levy on hackney coaches.

A different don

The search is on for a professor of a kind never seen in Britain before. He will occupy the Chair of Export Management at London's City University — and is most unlikely to be at a university now. The Midland Bank thinks that the country's need is so acute that it has given £250,000 to sponsor the Chair.

I asked Dr. John Treasure, dean of the university's Business School, whether it was hoped to turn out export whizz-kids. Although advertising man Treasure only took up his own job last month, and spoke to me after emerging from a J. Walter Thompson Board meeting, he shied away from such unacademic language. "We believe there is a need for somebody with time and capacity to do research and consider such matters as management structures." But Treasure agreed that someone with "a record of achievement in the field of exporting" could pass on some vital skills to his students.



"I'd planned to have enough, but these days I have to have some help."

When you've once known a reasonable standard and have saved for your retirement, what can you do when inflation makes a mockery of all your careful planning?

You can turn to the Distressed Gentlefolk's Aid Association.

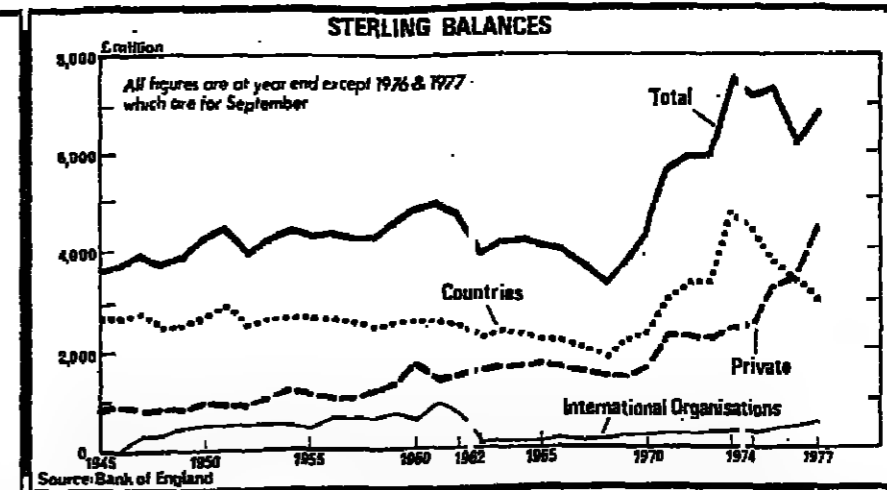
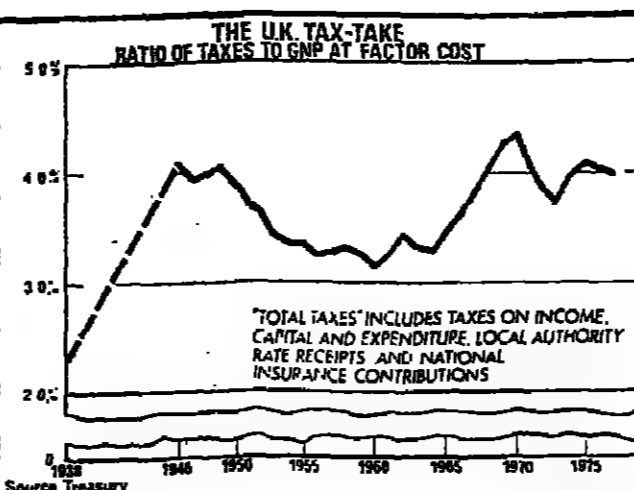
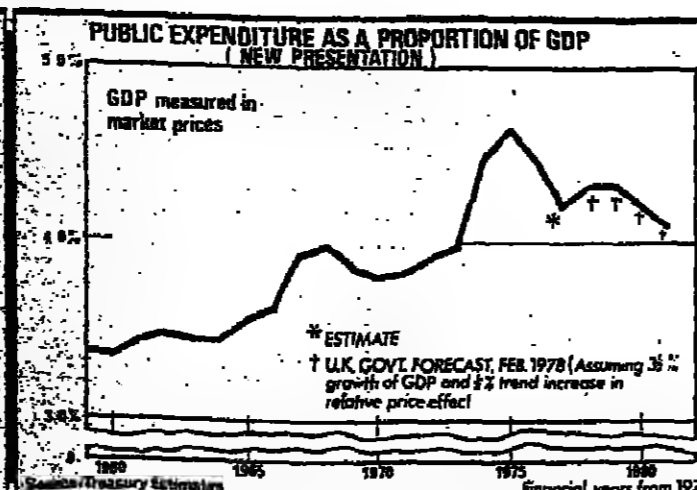
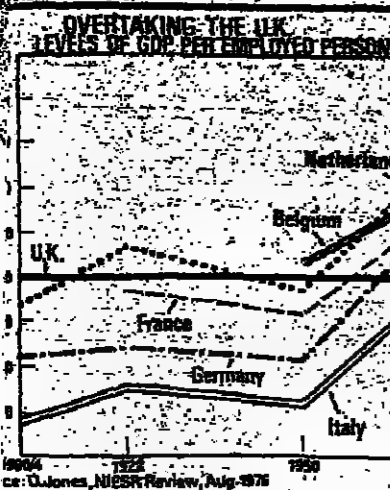
To begin with, the DGAA will understand. Although they have 13 Residential and Nursing Homes, they know that people want to stay in their own homes for as long as they can cope, keeping their friends and the roots they have put down over the years.

So, the DGAA helps with allowances. They send clothes parcels. They remember Birthdays and Christmases. They help with a little extra when a crisis upsets a tiny budget.

Please help the DGAA with a donation. And please, do remember the DGAA when making out your Will.

DISTRESSED GENTLEFOLK'S AID ASSOCIATION
Vicarage Gate House, Vicarage Gate, Kensington, London W8 4AQ
"Help them grow old with dignity"

مكتبة القرآن الكريم



ECONOMIC VIEWPOINT

Some facts, figures and fantasies

ONLY I have had occasion to put together a large number of charts and tables on the British economy. Although of what they reveal is far enough, some is not even a belief which is often correct. It therefore seems worthwhile to share this information with others, even though there is time for only a small portion of the material.

Consumer power was only slightly higher than the OECD average—indeed price trends in traded goods could not differ much between countries under the Bretton Woods system. The big divergence occurred in the 1970s, when in the eight years to 1977 the British level more than doubled.

A more sophisticated analysis of investment net of retirement in the last National Income Book, suggests a more recent drop in quantity as well as effectiveness of new investment since the middle 1970s, but data are not available for international comparison. It can hardly be a coincidence that while profitability has fallen in most countries, U.K. profitability has experienced a more spectacular downward leap than profitability elsewhere, and has at nearly all stages been bottom of the international league.

Is public spending the culprit? The right-hand table shows how many different plausible definitions of public spending there are. It could be argued that collective expenditure was anywhere between 20 per cent. and 70 per cent. of the national product. The trend movement shown in the second chart is more revealing. It suggests little overall upward movement since the late 1960s, but an acute bulge in 1973-75, which could not have come at a worse time, as it affected the economy just when the oil price explosion had reduced the real national income available for all purposes.

International comparisons suggest that share of taxation in the U.K. national product is pretty similar to the share in countries such as France or Germany and has been so for some years. But where there is so much smoke there usually is fire. The real cause for complaint is the very high rates of marginal tax both at the bottom and the top of the income scale. Reform at the top would cost nothing except political pride, and reform at the bottom much less than across the board reductions in the basic rate.

Policy errors
If I had to give a brief diagnosis, it would be that deep-seated problems, which might have been on the way to gradual alleviation, were aggravated by the Great Inflation of the mid-1970s. Most policy errors, from the effects of non-indexation on taxes, to misguided pay policies that squeezed differentials and priced people out of jobs, the massive subsidy of lame ducks, and the unemployment deterioration itself, sprang from the massive and unexpected nature of that price explosion. Why did the money supply explode? Not, ultimately, because of Competition and Credit Control, but because of the mistaken

establishment belief that U.K. economic problems were due to a mysterious affliction known as the "problem of sterling," and that inflation was a political problem to be tackled by controls or government-union diplomacy. The international position of sterling magnified the lags between cause and effect in fiscal and monetary policy, and thus made it easy to create a myth of malign international influence leading to stop-go and low investment, and a misconceived view that devices such as floating rates or sterling balances agreements (welcome in their own right) would allow us a dash for growth the easy way, by expanding "demand."

Is North Sea oil to take their place in the new mythology? Or will the much more rapid reaction of the foreign exchange and domestic financial markets to monetary excess bring an influence far saner which libraries full of economic reasoning could not hope to achieve?

Samuel Brittan

Samuel Brittan will be leaving shortly for a term as Visiting Professor at the Chicago Law School. He will be writing articles from Washington and will resume his regular contributions in late spring.

Letters to the Editor

Flying in the future

Mr. Chairman,
I have read your article regarding the new engine industry (February 7, 1978). It is a pity that the article is so short and does not cover the many technical and economic aspects of the new engine industry. The article is a good start, but it is not enough. The new engine industry is a very important part of the aviation industry, and it is essential that we have a better understanding of it. The article is a good start, but it is not enough. The new engine industry is a very important part of the aviation industry, and it is essential that we have a better understanding of it.

With the new airports policy this country has lost the chance to maintain a worthwhile position in the aero-engine and aero-space industry. Both are the backbone of high technology. Never before has the aerospace industry been given on a plate a £250m. order for civil airliners and for the first time we have a developed engine empty factories, idle design teams and a host of unemployed engineers and technicians. There is no argument that between now and 1986 the money has to be spent by Government. If we start now without being bedevilled by public inquiries and internal Governmental reviews, a twin-engine Rolls-Royce power can be produced and in full production by 1986. For a change we should also be able to tailor our new airliner to meet the requirements of maritime reconnaissance.

For those who are considering what to do with the North Sea oil money, may I suggest they focus their attention as to how best we can divert £250m. that we are now committed to spend, into the aerospace industry, higher employment, higher technology, higher productivity, higher wages and a higher standard of living. As a by-product it would substantially solve the noise problem and considerably reduce the need for a new London airport.

Although current afflictions of feminist radical "chic" are rarely shared by the women, or men, inhabiting the real world of enterprise, the plethora of opportunist legislation chasing these and similar egalitarian trends has effectively smothered initiative, opportunity, mobility, change—nowhere more obviously than in general management, in the service industries—and not only for secretary/short-hand typists.

Mr. S. Shannon (February 7) has the right approach: service, rather than cost or profit, centres; high quality, integrated working teams; flexible job demarcation; rational communications and data-handling; accessibility to colleagues; intelligent presentation to outsiders, and positive co-ordination and control. I wonder what advice he would give to a senior marketing director I know, who is allowed little or no say in choice of assistants, secretary or equipment? What secretary would choose to make a career on that team?

There is evidence that the genuine demand for reliable secretarial staff is much smaller than the statistics suggest. "Permanent" vacancies are frequently snagged with over-demanding job specifications, unimaginative working hours, conditions unattractive to the very people most needed, and remain permanently unfilled—at any price. There is no evidence that increase in vacancies from one year to the next reflects a healthy growth in attractive opportunities, but, more likely, wastage of valuable staff, who opt out, permanently. Such expansion there is appears to be in the new self-perpetuating bureaucracies, official and commercial, and they are looking at the age groups where all the qualities needed are unlikely to be found in one individual.

R. Bruce Ogilvie, Robey Clayton Durand, 68, Emerald Street, W.C.1.

Good source of recruitment
From the Director, Office Products, IBM United Kingdom.
Sir, Joe Rogaly (January 31) accurately describes a major and growing business problem, but it is wrong to assume that little has been done in the U.K. to investigate and solve it. Many of our customers have addressed this subject very effectively, tackling secretarial costs and the adequate provision of support to manager and professionals. Results have been very convincing; they have contained and in some areas reduced the

number of secretarial and typing jobs, while at least maintaining the level of support. Secretaries and typists are probably the most non-professionally managed group in business today—it is essential that they are managed professionally, which invariably increases their level of support. All these generate a need for more and better information, which is collected, evaluated and used by office employees of various types. There is a widely recognised need for better management, which implies providing managers with better support and facilities as well as training and development. In this environment the role of the Secretary as an "office wife" which Mr. Rogaly so accurately describes, is a wasteful anachronism. In many businesses it is also a boring and frustrating way to earn money. We have found that properly managed, motivated, trained and equipped secretarial staff can make a significant positive contribution to the work of managers and professionals; moreover, contrary to any "psychological barriers," they are a very good source of recruitment for professional and managerial staff.

D. R. Kohler, 389, Chiswick High Road, W.4.

Secretary finds Dutch courage
From Joan Talboys.
Sir—What a beautiful article on secretaries (January 31). Many a time I have been up to my ears and had to stop everything to make coffee. Yet while doing a few weeks temporary work in a very good place I found the man I was working for quite capable of pouring hot water on to coffee. He was Dutch—were we going wrong somewhere?
Joan Talboys, 4, Arlington Road, Southgate, N.14.

What it costs to buy petrol
From the General Secretary, The Steel Industry Management Association.
Sir—Your correspondent Mr. M. A. Finlay (February 7) may be interested to know that in April, 1977, an assistant blast furnace manager in the U.K. steelmaking industry had to work for some 25 minutes in order to earn enough to buy one gallon of 4-star petrol, whereas his opposite number in West Germany worked for some 191 minutes, and in France for some 18 minutes.

My Association would wholeheartedly support Mr. Finlay's submission that guidelines for managerial pay should be in line with the Common Market; the U.K. average middle management salary in 1976 was 80 per cent. and in 1977 this had dropped to 69 per cent. in terms of purchasing power of time worked. Robert A. C. Muir, Let Court, 14, King Street, Watford, Herts.

The vanishing manager
From Mr. D. Ogilvie.
Sir—Joe Rogaly (January 31) has uncovered a managerial malaise far more widespread than his clear description of the about and low productivity. We few visible symptoms can suggest all to blame: the Government, management and the Winkie! (February 3) make about force. We must accept necessary and valid points about

the level of immigration
From Mr. M. Allison, MP.
Sir—The array of statistics deployed by Mr. Joe Rogaly in his article on immigration and the size of the ethnic minority communities (February 3) was hardly a pertinent response to Mrs. Thatcher's observations on this subject. That some—or even a large number—of statistics are available on any question does not mean that serious areas of uncertainty do not exist. Mr. Rogaly himself went on to allude to several in his article. Statistics can also mislead. Mr. Rogaly refers to a new Commission running at an average of 39,000 in the five years to 1976. It might equally be pointed out that NCWP immigration in the years since 1974 has averaged about 49,000 against just over 32,000 in 1973, the first year of operation of the Conservative Act; or that, within Mr. Rogaly's quotation, the total in 1976 was getting on for double that of 1973. Whether this proves anything other than that immigration rules can be applied with varying degrees of severity, I would not here venture to speculate.

To-day's Events

President Sadat of Egypt arrives in U.K. for talks with Prime Minister.
Mr. Denis Healey, Chancellor of the Exchequer, attends working dinner with Sir Derek Ezra, chairman, and other senior representatives of the British Institute of Management, Management House, W.C.2.
Confederation of Shipbuilding and Engineering Unions meet on pay, Station Hotel, York.
Peter Industry supply pay talks, 1 Queen Anne's Gate, S.W.1.
Court of the City of London Corporation to vote on £1m. scheme for redevelopment of Mairland Theatre.
Mr. Gordon Richardson, Governor, Bank of England, gives Mair Lecture on Reflections on the Conduct of Monetary Policy, City University, E.C.1.
Sir Peter Vaneek, Lord Mayor of London, attends dinner and gives lecture to Cambridge Union.

British helicopter industry. Debate on Option Mortgage Scheme.
OFFICIAL STATISTICS
Central Government financial transactions (including borrowing requirement) (Jan.). Finished steel consumption (Jan.). Stock changes (4th qtr.-prov.). Provisional figures of vehicle production (Jan.).
COMPANY MEETINGS
Arbours Court Investments, 5 High Timber Street, E.C. 12.
Arthur Guinness, Park Royal Brewery, N.W. 2.43. Hawkins and Tipson, Grosvenor House Hotel.

Stay over



Or how to schedule yourself some relaxation

On your way to Asia* or Australia* stopover in Malaysia. No matter how tight your schedule, it's a relaxing and inexpensive break in an arduous journey.
For as long as five days, for just £4 per night, you can discover fascinating Kuala Lumpur. Or for a little extra (airfares only) explore the sweeping beaches of Penang, or the swirling, busy, multi-cultural city of Singapore.
At the end of it all you settle back relaxed and refreshed in the roomy MAS DC-10-30 for the rest of your flight. And enjoy all over again famous MAS Golden Service.
Ask your Travel Agent or MAS office for the exclusive details of our Stopover Holidays.

*With connections at Kuala Lumpur



Fewer seats and more room than any other DC-10. And there's always someone there when you need her.

Fly with a Touch of Gold
mas
malaysian airline system
25-27, St. George St.,
Hanover Square,
London W.1.
Tel: 01-629-5891/4.

MAS DC-10-30
TWICE WEEKLY TO KUALA LUMPUR
(from Kuala Lumpur several times a day to Penang)

Notice of Redemption

To the Holders of

KINGDOM OF DENMARK

9% Twelve Year External Loan Bonds of 1970 due March 1, 1982

NOTICE IS HEREBY GIVEN that, pursuant to the provisions of the Bonds of the above-described issue, Morgan Guaranty Trust Company of New York, as Fiscal Agent, has selected through operation of the Sinking Fund for redemption on March 1, 1978 at the principal amount thereof together with accrued interest to the date fixed for redemption \$2,000,000 principal amount of said Bonds bearing the following distinctive serial numbers:

COUPON BONDS OF \$1,000 EACH

10	1257	2578	3668	5108	6297	7387	8477	9567	10657	11747	12837	13927	15017	16107	17197	18287	19377	20467	21557	22647	23737	24827	25917	27007	28097	29187	30277	31367	32457	33547	34637	35727	36817	37907	38997	40087	41177	42267	43357	44447	45537	46627	47717	48807	49897	50987	52077	53167	54257	55347	56437	57527	58617	59707	60797	61887	62977	64067	65157	66247	67337	68427	69517	70607	71697	72787	73877	74967	76057	77147	78237	79327	80417	81507	82597	83687	84777	85867	86957	88047	89137	90227	91317	92407	93497	94587	95677	96767	97857	98947	100000
----	------	------	------	------	------	------	------	------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	--------

Ministry of Finance of the Kingdom of Denmark
by: Morgan Guaranty Trust Company
OF NEW YORK, Fiscal Agent

January 26, 1978

NOTICE

The following Bonds previously called for redemption have not as yet been presented for payments

COUPON BONDS OF \$1,000 EACH

10	1257	2578	3668	5108	6297	7387	8477	9567	10657	11747	12837	13927	15017	16107	17197	18287	19377	20467	21557	22647	23737	24827	25917	27007	28097	29187	30277	31367	32457	33547	34637	35727	36817	37907	38997	40087	41177	42267	43357	44447	45537	46627	47717	48807	49897	50987	52077	53167	54257	55347	56437	57527	58617	59707	60797	61887	62977	64067	65157	66247	67337	68427	69517	70607	71697	72787	73877	74967	76057	77147	78237	79327	80417	81507	82597	83687	84777	85867	86957	88047	89137	90227	91317	92407	93497	94587	95677	96767	97857	98947	100000
----	------	------	------	------	------	------	------	------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	--------

Grindlay Brands Limited,
23 Fenchurch Street, London EC3P 3ED
Tel: 01-626 0545

Grindlay Brands
A member of the Grindlays Bank Group.



National Financiera S.A.
Floor 17, 99 Bishopsgate
London EC2P 2LA
Tel: 01-628 0016/7



DIVIDENDS ANNOUNCED

Company	Current payment	Date of payment	Corresponding dividend	Total for year	Total last year
Anglo-American Seas...	2.3	April 28	1.64	3	2.64
Decca	3.3	April 28	3	6.3	10.63
Drayton Premier	5.3	April 4	4.8	10.1	6
English and N.Y. Text	1.55	April 19	1.25	2.8	2.15
English Assen. Int'l	4.867	Mar. 21	4.58	9.45	1.88
Hirst and Hanson	0.9	April 10	0.7	1.6	1.63
Palston Mining	1.2	Mar. 21	0.5	1.7	1.7
Trust Houses Forte	5.96	April 7	5.8	11.76	7.35
Western Selection	1.23	April 3	1.11	2.34	1.98
Wiggins Construct	0.77	April 21	0.74	1.51	1.54

Dividends shown pence per share net except where otherwise stated.
* Equivalent after allowing for scrip issue. † On capital increased by rights and/or acquisition issues. ‡ South African cents

BIDS AND DEALS

A. Monk in £0.7m. Welsh purchase

A. Monk, the Midlands civil engineering company which is resisting attempts by St. Piran (which holds 49 per cent of the shares) to obtain a seat on the Board, has just bought a group of three Welsh companies.

Monk is paying £678,211 in cash for three private companies owned by Mr. Gervyn Davies which operate in West Glamorgan. The terms are just under £400,000 on completion, £94,000 for D.M.J., one of the companies in the group, dependent on its recouping certain sums from clients, and £184,730 with respect to Gervyn Davies, another of the companies if and when it obtains planning permission for land which it owns.

Pre-tax profits of the three companies for the year to May were £168,810 and net assets at that date were said to be £309,000, interim pre-tax profits for Monk in the six months to August were virtually double at £367,000 and for the last full year they reached £232m.

ASSAM INV. MERGER APPROVED

The directors of Assam Investments announce that pursuant to the provisions of the Indian Foreign Exchange Regulation Act a scheme of merger has been approved by the high courts of Calcutta and Assam.

Under the scheme, the Indian businesses of the company's six U.K. trading subsidiaries will be acquired in a new Indian subsidiary, Assam Company (India), which will become the sole operating subsidiary, 28 per cent of whose capital will be offered to Indian residents. Certain formalities await completion, they state.

Directors say that for 1977 a repetition of the exceptional 1976 net profit, a record £1.59m., cannot be expected. Nevertheless present terms for the sale, that results will be satisfactory.

But with some 50 per cent of the crop still to be sold they feel it is not practicable to make a more realistic estimate of profit and they consider it prudent to continue the practice of not declaring an interim dividend. The single 1976 payment was 7p net per £1 share.

BSG ACQUIRES WEATHERSHIELDS

BSG International has bought Weatherfields, a private company based in Birmingham, for £341,500.

The consideration has been satisfied by the issue of 2,712,788 New Ordinary shares of 10p each in BSG. The new shares have been placed by Samuel Contray and Co. in conjunction with Sheppard and Chase and Smith Keen Cutler, with the exception of 116,994 shares which have been retained by the vendors. The new shares have been admitted to the Official List.

The profit before taxation of Weatherfields for the year ended September 30, 1977, amounted to £244,135 and the book value of net tangible assets at that date was £485,481, or £301,481 if deferred taxation of £286,000 is included.

ASSOCIATES DEALS

L. Messel and Co. bought 3,000 Ledbrooke Group Warrants at 94p on behalf of an associate of Ledbrooke.
Hill Samuel bought 40,000 Thomson Tilling at 100p for a discretionary investment client.
On February 2, Barings Bros. purchased 20,000 Ordinary shares in McKechnie Brok at 80p for discretionary investment clients.
On February 3, Beardsley Bros. purchased on behalf of

S. PEARSON'S BID FOR TUSSAUD'S IS UNCONDITIONAL

S. Pearson and Son's takeover of Madame Tussaud's is now virtually accomplished. Yesterday Lazard Brothers, Pearson's merchant bank, announced that 82.1 per cent of Tussaud's stockholders had accepted Pearson's offer.

Together with the 7.5 per cent which Pearson had already bought through the market this raised Pearson's holding to 89.6 per cent and its offer has now gone unconditional.

Dealings in the new partly convertible Pearson Loan stock, which Pearson offered as an alternative to cash, will begin on Friday.

NEWMAN GRANGER

The offer by Bullough for Newman Granger Industries has been declared unconditional. Acceptances have been received representing £4,508,680 Ordinary shares (93.4 per cent.).

EVERED EXPANDS

The key and lock making activities of T. J. James Gibbons are to be acquired by Evered Security Products on April 1, 1978. This acquisition will enable Evered to offer employment to a number of T. J. James Gibbons employees.

AURORA

In connection with the acquisition of Lerche Machine Tools, Aurora Holdings announces that a loan to a director of Lerche amounting to £10,041 has been discharged by the issue of 10,023 new Aurora shares.

SHARE STAKES

Glentworth Distillers—Distillers Co. has ceased to have an interest in 300,000 Ordinary shares.

Avery's—Kuwait Investment Office sold 100,000 shares on January 23 and 100,000 on January 26 thereby reducing interest to 3m. shares (8.13 per cent.).

Hallam Sleigh and Cheson—J. F. Ferry Trust purchased 50,000 shares on February 1. Mr. A. Ferry, director, has a beneficial interest in this trust.

Wilton Investment Company holds 1,982,021 Lowland Investment Company shares (35 per cent.).

A. Monk and Company: St. Piran holds 3,367,500 Monk shares following purchases of 150,000 between January 26 and February 2.

Electric and General Investment Company: Post Office Superannuation Fund now holds 2,338,375 Ordinary shares (18.0 per cent.).

Watson and Philip: Scottish Amicable Life Assurance Society now beneficially owns 450,000 Ordinary shares.

Tavener Rutledge: Mr. J. Tavener, a director, held 135,019 shares at December 31.

Crescent Investment Trust: Commercial Union Assurance Company has acquired a further 100,000 Ordinary shares making total interest 13,29 per cent.

C. Harrison: Mr. R. G. Read has sold 10,000 Ordinary shares. Rime Holdings: Mr. J. G. Wallace, a director, has purchased 1,000 "A" Ordinary shares.

Within the scope of the Act (Widening and Sons (Holdings)): Newman Industries has an interest in 367,500 Ordinary shares (19.18 per cent.).

Intercontinental Property Holdings: Mr. J. H. Cope, a director, has purchased 20,000 shares.

The good merger guide

BY ELINOR GOODMAN, CONSUMER AFFAIRS CORRESPONDENT

ONE OF THE City's grouches about merger policy is its unpredictability. Not only is it difficult to predict what attitude the Monopolies and Mergers Commission will take once a deal has been referred to it, but it is virtually impossible to know which proposed merger will be referred to the Commission in the first place.

The Lomro Dunford and Elliott deal was not referred to the Commission but that between the Fruehauf Corporation and Crane Fruehauf was; Tate and Lyle's bid for Manbre and Garton was not but the proposed merger of the two firms of Jobbers, Smith Bros. and Bisgood Bishop, was.

The reasons for these decisions vary and given the nature of British competition policy there are never going to be any hard and fast rules. Each case which falls within the scope of the Fair Trading Act—that is, those involving assets of £5m. or more or a market share of 25 per cent or more—will be decided on its own merits.

Responsibility

But a new guide to the procedures of the Fair Trading Act, published by the Office of Fair Trading yesterday, does put some flesh on the vague criteria included in the Act and gives a pretty good idea of the kind of question any company proposing a large merger is likely to be asked.

The Secretary of State for Prices has ultimate responsibility for deciding whether a merger reference should be made but it is the O.F.T. which acts as his advisor in this respect.

The O.F.T. investigates all mergers or proposed mergers which look as if they may fall within the scope of the legislation. To do this it has a small mergers secretariat which produces information for the Mergers Panel—a body of civil servants drawn from other Government departments. The Panel in turn advises the Director General who submits a report to the Secretary of Prices.

Deliberations

The work of this mergers secretariat has increased over the years. According to figures produced this week by the O.F.T., it examined 187 cases last year as against 124 in 1974. The full panel only studied 24 of these in detail. Another 100 or so were the subject of papers written by secretariat and merely read by the panel. The remaining 60 or so went through on what is known as the "relaxed procedure"—a method evolved for dealing with mergers, such as patterns of employment cannot be those between small building remain unchanged regardless of the societies, which technically fall changes in the market. It says still have to be answered.

It makes it clear that employment implications are important, especially if they occur in parts of the country where unemployment is particularly high. While O.F.T. made it plain yesterday that even such a change is made, it is likely that the kind of questions listed in the booklet will still have to be answered.

At present the whole question of competition policy is under review and it may be that within the next three years new legislation is introduced. But the O.F.T. made it plain yesterday that even such a change is made, it is likely that the kind of questions listed in the booklet will still have to be answered.

Merger: A guide to the procedure under the Fair Trading Act 1973. 50p.

Merger: A guide to the procedure under the Fair Trading Act 1973. 50p.

Merger: A guide to the procedure under the Fair Trading Act 1973. 50p.

Merger: A guide to the procedure under the Fair Trading Act 1973. 50p.

Merger: A guide to the procedure under the Fair Trading Act 1973. 50p.

Merger: A guide to the procedure under the Fair Trading Act 1973. 50p.

Merger: A guide to the procedure under the Fair Trading Act 1973. 50p.

Merger: A guide to the procedure under the Fair Trading Act 1973. 50p.

Merger: A guide to the procedure under the Fair Trading Act 1973. 50p.

Merger: A guide to the procedure under the Fair Trading Act 1973. 50p.

Merger: A guide to the procedure under the Fair Trading Act 1973. 50p.

Merger: A guide to the procedure under the Fair Trading Act 1973. 50p.

Merger: A guide to the procedure under the Fair Trading Act 1973. 50p.

Merger: A guide to the procedure under the Fair Trading Act 1973. 50p.

Merger: A guide to the procedure under the Fair Trading Act 1973. 50p.

Merger: A guide to the procedure under the Fair Trading Act 1973. 50p.

Merger: A guide to the procedure under the Fair Trading Act 1973. 50p.

Merger: A guide to the procedure under the Fair Trading Act 1973. 50p.

Merger: A guide to the procedure under the Fair Trading Act 1973. 50p.

Merger: A guide to the procedure under the Fair Trading Act 1973. 50p.

Merger: A guide to the procedure under the Fair Trading Act 1973. 50p.

Merger: A guide to the procedure under the Fair Trading Act 1973. 50p.

Merger: A guide to the procedure under the Fair Trading Act 1973. 50p.

Merger: A guide to the procedure under the Fair Trading Act 1973. 50p.

Merger: A guide to the procedure under the Fair Trading Act 1973. 50p.

Merger: A guide to the procedure under the Fair Trading Act 1973. 50p.

Merger: A guide to the procedure under the Fair Trading Act 1973. 50p.

Merger: A guide to the procedure under the Fair Trading Act 1973. 50p.

Merger: A guide to the procedure under the Fair Trading Act 1973. 50p.

Merger: A guide to the procedure under the Fair Trading Act 1973. 50p.

Merger: A guide to the procedure under the Fair Trading Act 1973. 50p.

Merger: A guide to the procedure under the Fair Trading Act 1973. 50p.

Merger: A guide to the procedure under the Fair Trading Act 1973. 50p.

Merger: A guide to the procedure under the Fair Trading Act 1973. 50p.

Merger: A guide to the procedure under the Fair Trading Act 1973. 50p.

Merger: A guide to the procedure under the Fair Trading Act 1973. 50p.

Merger: A guide to the procedure under the Fair Trading Act 1973. 50p.

Merger: A guide to the procedure under the Fair Trading Act 1973. 50p.

Merger: A guide to the procedure under the Fair Trading Act 1973. 50p.

Merger: A guide to the procedure under the Fair Trading Act 1973. 50p.

Merger: A guide to the procedure under the Fair Trading Act 1973. 50p.

Merger: A guide to the procedure under the Fair Trading Act 1973. 50p.

Merger: A guide to the procedure under the Fair Trading Act 1973. 50p.

Palabora has a leaner year

By ANNE MARSTON, MINING EDITOR

Palabora's fall in copper earnings, inevitably, made its 1977 performance the least profitable in its 30-year history. The company's net profit, after tax, was £1.1m, compared with £1.5m in 1976. A final quarterly dividend of 15 cents (8.9p) makes the year of 45 cents per share for 1977.

7 cents from 11 cents reports our Salisbury correspondent. Operating profits from gold and emeralds increased by 33 per cent, thus cushioning the effects of the fall in copper. The company's net profit, after tax, was £1.1m, compared with £1.5m in 1976. A final quarterly dividend of 15 cents (8.9p) makes the year of 45 cents per share for 1977.

Earnings rise at Cominco

THE DIVERSIFIED Canadian metals and minerals group, Cominco, has reported a 51 per cent rise in net earnings for 1977, reports John Sopinka, Toronto. Net profits were \$24.2m, compared with \$15.9m in 1976. Although sales were 10 per cent lower, the company's investment income slipped 11 per cent to \$2.4m.

ROUND-UP

Australia's Western Mining says that the environmental situation regarding the proposed development of its Yellinerie uranium deposit was nearing completion at the end of the quarter. The company's statement on the impact statement on the proposal to locate near Kalgoorlie, a small-scale research plant for metallurgical testing of Yellinerie has been submitted to the Western Australian state government and the Commonwealth government.

BRUNSWICK LY HOPES

The investment division of Brunswick Ly, which has been completed the building of its surface shaft system. The headgear portion of the shaft, which is being sunk as a continuation of No. 2 shaft, has been completed and mining operations are continuing on levels 13 and 15 levels. The \$125m, \$125m, mine is expected to reach production in 1980.

MINING BRIEFS

THE General Mining group's South African Transvaal Coal has a net income last quarter of \$4.1m, (24.8m), making a total for the half-year of \$8.8m, which compares with \$8.4m in the same period of 1976. The past quarter's net income of \$4.1m (Transvaal) compares with \$3.8m, which makes a half-year total of \$8.8m, against \$8.4m.

Heavier loss by Clifton Investments

Clifton Investments incurred an increased deficit of £1,359, against £18,337, in the year to March 31, 1977, after a tax charge of £204, compared with £14,160 to £17,732. The loss per 10p share is shown at 0.75p (0.48p) and again there is no dividend. The last payment was a 700p net per share for 1975-76.

Drayton Premier up

A final dividend of 5.3p net per 25p share for 1977 lifts the total at Drayton Premier Investment Trust from 6p to 6.7p and revenue emerged higher at 52.1m, against 51.8m, after tax took £14.7m, compared with £1.9m. Net asset value per share is given as 249p (231p).

Stewart Wrightson

The Stewart Wrightson international insurance broking group has formed a new subsidiary company, Stewart Wrightson Energy Resources, to bring all its oil, gas, petrochemical and energy related insurance services under one roof.

BUSINESS AND INVESTMENT OPPORTUNITIES

READERS ARE RECOMMENDED TO TAKE APPROPRIATE PROFESSIONAL ADVICE BEFORE ENTERING INTO COMMITMENTS

U.S. \$2.5 BILLION CASH TO INVEST

Our Client, a Middle-Eastern Private Monetary Pool with U.S.\$2.5 billion cash to invest wishes to contact industrial and Professional Groups capable of providing the following:-

1. Turn Key Project (including personnel training)—Textile Spinning Mill in Sudan—100,000 spindles, 2,000 looms.
2. Turn Key Project—Cane Sugar Refinery in Sudan.
3. Turn Key Project—Hospital Projects throughout Arab countries.
4. Twelve new general Cargo Freighters 14/18,000 tonnes.
5. Turn Key Project—Four Hotels of 400-bed capacity each in Arab Peninsula.
6. Turn Key Project—Radio and T.V. Broadcasting Station.
7. Turn Key Project—Consultancy for the establishment of Dairy Farms.
8. Joint ventures licensing and technical know-how proposals will be welcome with no obligation in the following areas: Telecommunications, Petrochemicals, Fertilisers, Cement Plants, Water Purification, Food Processing, Mono Rail Systems or other suitable economic units.
9. Complete automobile commercial vehicle plants including body building and finishing workshops.

TERMS OF BUSINESS

All our present projects are to be purchased against cash, services and equipment and no terms. Selection of suppliers subject to observation of the past performance by the users of their equipment and services by way of specialists. The specialists fees to be borne by the interested parties and not by our Client nor ourselves. Should you wish to take part in any of these Projects especially in the manner mentioned above, then we will be pleased to put you on the list of suppliers of Turn Key Projects with no obligation, no favours and no commitment. We will choose the business groups around the world who are genuinely capable of performance. Executives at decision and policy-making levels only, should contact for appointment.

AMEUR CONSULTANTS INC.
575 Madison Avenue, Suite 1006,
NEW YORK 10022
Phone: 212-486-1487.
Telex: 237699 and 125864.

APPOINTMENT OF ASSOCIATION
AMEUR CONSULTANTS INC.
575 Madison Ave., Suite 1006, New York 10022.
Have pleasure in announcing the appointment as their associates of
ALEXANDER LAW EXPORT SERVICES LTD.
114 Eglantine Ave., Malone Road, Belfast BT9 6EU,
Northern Ireland. Telephone: (0282) 663430/663439
Telex: 747548 BELCOM G.
All interested parties should send copies of letters, back-up material brochures, etc., to them as well as Ameur Consultants Inc., New York.

BUSINESS NOTICE
The main principals of Ameur Consultants Inc., New York, will be making a business trip to Europe in March. They will be available specifically to conduct cross-table discussions in Rome from 8th-17th March 1978 inclusive. Executives at decision and policy-making levels ONLY of these groups, companies or parties who have already contacted Ameur Consultants Inc., New York, or other parties interested in discussing business or projects personally with Ameur Consultants Inc., New York, on the terms of business as announced above and who wish to be considered for an appointment with no obligations should contact as early as possible ALEXANDER LAW EXPORT SERVICES LTD., 114 Eglantine Ave., Malone Road, Belfast BT9 6EU, Northern Ireland. Tel: (0282) 663430/663439. Telex: 747548 BELCOM G.

PUBLIC COMPANY
Wishes to acquire companies in the following fields:
ENGINEERING, FABRICATION, CONTRACTING SERVICES
We are interested in profitable companies or companies experiencing financial difficulties that would benefit from the stability of a larger group where the policy is to back individual company management to achieve maximum potentials. Strictest confidence observed.
Write Box G1414, Financial Times, 10, Cannon Street, EC4P 4BY.

CONFIRMING HOUSE REQUIRED
LONDON — SIZE IMMATERIAL
Existing management to remain or adequate succession assured. Contact in complete confidence.
Write Box G1396, Financial Times, 10, Cannon Street, EC4P 4BY.

ACQUISITIONS URGENTLY SOUGHT
1. LABEL PRINTING or other specialised print manufacturing business.
2. DIVISION DECORATION Consumer Company, Manufacturing or Distribution.
In both cases T/O 14-15m, good existing management and opportunities for expansion.
We are part of a Public Company and regarded as leaders in our industries.
Write "Confidential" Magazine Director, Box G1396, Financial Times, 10, Cannon Street, EC4P 4BY.

HOTEL PROJECT
Arab Finance Co. planning to build hotels in Egypt and Indian sub-continent require collaboration with experienced hotel operators.
Finance not required.
Write Box G1416, Financial Times, 10, Cannon Street, EC4P 4BY.

HEALTHCARE PRODUCTS — EUROPE
Multi-national company expert in the selling and marketing of consumer products in the pharmaceutical, health and beauty care fields. Products that are in the general area of health care, personal hygiene and nutrition are sought for our consumer products divisions in the major European markets. U.K., France, Germany, Italy, Spain.
Write in confidence to Box G1417, Financial Times, 10, Cannon Street, EC4P 4BY.

PLANT AND MACHINERY
NICKEL CADMIUM BATTERIES
Capacities from 2 to 500 AH from stock. Please send for literature and price list.
ALCOS BATTERIES LIMITED.
Airfield House, Sulvan Road, London SW6 3DX.
01-731 4191

GENERATORS
Over 400 sets in stock
1KVA-700KVA
Buy wisely from the manufacturer with full after-sales service.
CLARKE GROUP
01-985 7581/0019
Telex 897784

Lloyds Broker Diversifying

Our client is a successful insurance broker at Lloyds who is undertaking a diversification programme with a strong service industry bias, and who has:

- * cash
- * proven service marketing expertise
- * excellent corporate contacts in the UK
- * international service contacts, particularly in North America
- * working facilities and support services.

Potential Managing Directors — with or without existing businesses — are required who have imaginative and workable service industry ideas and who can develop viable businesses from these.

The rewards will combine good basic salaries, equity and growth related bonus schemes, as well as profit participation tailored to the individual ventures.

Applications for a discussion will be forwarded directly to our client. Please list any companies to whom your application should not be passed. Ref. G22.17.

JWT Recruitment Ltd
Executive Recruitment & Selection 01-629 9490
40 Berkeley Square, London W1X 6AD

FLEXIBLE WORKING HOURS SYSTEM

Major Swedish electronics company wishes to appoint an agent to market its flexible working hours system in the UK. The agent should preferably have extensive experience in personnel management systems and data processing equipment. Contact in writing giving complete company details to:
The Swedish Trade Commissioner's Office
Mrs. L. Wines
73 Welbeck Street, London W1M 5AN

URGENTLY REQUIRED

By specific contract established companies engaged in import and wholesaling — shipping and forwarding, warehousing and distribution of consumer goods, electronics, insurance broking, plant hire, engineering, own products, ag. agricultural equipment, D.I.Y. distributors, in kitchen and bathroom equipment — Toys—Betting Shops—Leisure Binge—Timber and Builders Merchants—Publishers.

OWNERS OF TWO MODERN FACTORIES
of approximately 5,000 and 18,000 sq. ft. in Middlesex area, operating as manufacturers and finishing of metal parts of all description to all trades ranging from 5 ton-200 ton single and double action press work and auxiliary equipment with full supported tool-room facilities. Turnover 1977 £250,000. We would consider sale of all plant contents at £150,000 as one lot or plant and factories combined. £450,000. Motorways M4 M40, M3 and M1 easy access. Principals only write Box G1397, Financial Times, 10, Cannon Street, EC4P 4BY.

£50,000 AVAILABLE

For purchase of Company (London area) where sales ability is required.
Write Box G1363, Financial Times, 10, Cannon Street, EC4P 4BY.

ESTABLISHED COMPANY IN SURREY AREA

With large export market would like to acquire interest in press and sheet metal working company. Nice company will take over existing contracts amounting to £100,000 per annum and last for additional products as present being developed.
Write Box G1349, Financial Times, 10, Cannon Street, EC4P 4BY.

IBM ELECTRIC TYPEWRITERS

Factory reconditioned and guaranteed by IBM. Buy, save up to 40 p.c. Lease 3 years from £3.70 weekly. Rent from £29 per month.
Phone: 01-441 2245

LIMITED COMPANY FORMED BY EXPERTS FOR 28 INCLUSIVE READY MADE 213 COMPANY SEARCHES

EXPRESS CO. REGISTRATIONS LTD.
30, City Road, E.C.1.
01-628 3434/37361, 9936.

FOR SALE AS GOING CONCERN

Property Management Company, established 1930s. Gross annual fees/commission £20,000 p.a. Accounts receivable, full and complete. Existing management company/estate agents.
Write Box G1409, Financial Times, 10, Cannon Street, EC4P 4BY.

END OF MANUFACTURE CLEARANCE

25,000 high class "Brenco" engineers' spanners for disposal. Variety of sizes and types in White, B.F. UNI, American and metric. Company willing to discuss job lot sale or arrangement with engineer's agent.
For further details write to Box G1410, Financial Times, 10, Cannon Street, EC4P 4BY.

SMALL TO MEDIUM RECOGNISED ADVERTISING AGENCY

With many years successful trading; profitable and efficiently managed; wishes to be taken over by interested and prospective purchasers.
Write Box G1411, Financial Times, 10, Cannon Street, EC4P 4BY.

ADVERTISER

with complete freight forwarding organisation interested in co-operating with companies who are substantial exporters/importers on mutually agreeable basis.
Principals only write in strictest confidence to Managing Director, Box G1412, Financial Times, 10, Cannon Street, EC4P 4BY.

ENGINEERING FACTORY

10,000 sq. ft. approx. S.W. Essex. With capstan, turret and centre lathes, milling, planing, boring and grinding machines, etc. Plans and lease for sale. Workforce of ten and regular orders available. Principals only write to Box G1413, Financial Times, 10, Cannon Street, EC4P 4BY.

Finance for Growing Companies

If you are a shareholder in an established and growing company and you, or your company, require between £50,000 and £1,000,000 for any purpose, ring David Wills, Charterhouse Development. Investing in medium size companies as minority shareholders has been our exclusive business for over forty years. We are prepared to invest in both quoted and unquoted companies currently making over £50,000 per annum pre-tax profits.

CHARTERHOUSE
Charterhouse Development, 1 Paternoster Row, St. Pauls, London EC4M 7DH. Telephone 01-248 5974.

WANTED TO PURCHASE

Established leasing company, with lease receivables of between £100,000 and £1,000,000. Ideally a company unable to utilise first year allowances.
Please write in confidence to Box G1399, Financial Times, 10, Cannon Street, EC4P 4BY.

FOR SALE

Long-established, medium-sized South Yorkshire-based Building Company with good asset base, including own modern premises. Small land bank available with benefit of proposed developments and existing detailed planning permission. Experienced management team. Turnover approximately £1,250,000. £1,500,000. Enquiries to:
Atkin, Macrae & Co. (Ref. K.J.), Chartered Accountants, Barkers Pool House, Burgess Street, Sheffield, S1 2HF.

GENEVA

Full Service is our Business
• Law and Taxation.
• Mailbox, telephone and telex services.
• Translations and secretarial services.
• Formation, domiciliation, and administration of Swiss and foreign companies.
Business Advisory Service
3 rue Pierre-Fatio, 1204 Geneva
Tel: 04 05 40. Telex: 5240.

AIR FREIGHT COMPANY

Required for cash by substantial forwarding group. Min. profit net pre-tax £25,000. Must have Heathrow premises.
Write Box G1401, Financial Times, 10, Cannon Street, EC4P 4BY.

FOR SALE LIGHT PRODUCTION ENGINEERING COMPANY

Situated in Hampshire
Engaged in manufacture of precision components on regular contracts and full order book.
Turnover £250,000
Managing Director wishing to retire.
Write Box G1400, Financial Times, 10, Cannon Street, EC4P 4BY.

£50/500,000

Private Group of Companies are wishing to diversify and, therefore, are seeking to acquire a business in the petrochemical, electronic, light engineering or property field. Existing management capable of being retained on mutually acceptable terms.
Please write in strictest confidence to Box G1394, Financial Times, 10, Cannon Street, EC4P 4BY.

BRAIN FOR HIRE

Free spirit, but with feet on the ground and solid experience in advertising, P.R. and sales. Ready to contribute to a team. Box G1395, Financial Times, 10, Cannon Street, EC4P 4BY.

SMALL ENG. CO. IN MANCHESTER AREA

Owner wishing to retire. Own premises. Excellent position for access to motorway, rail and roads. Products include proprietary as well as general products used in Chem. Ind. All replies will be considered.
Write Box G1402, Financial Times, 10, Cannon Street, EC4P 4BY.

SALES IN JAPAN

Executive moving between U.K. and Japan, with top contacts, interested in handling exports to Japan of quality British products.
Write Box G1388, Financial Times, 10, Cannon Street, EC4P 4BY.

Become a Polaroid Contractor — and get the Seal of Approval

POLAROID is the leading liquid plastic roof coating that stops leaks, prevents rot and corrosion. As an Approved Polaroid Contractor you could be winning a big share of the roof maintenance market. Write or phone for details to:
PLASTICS AND RESINS LTD.
Cleveland Road, Walsingham, Norfolk, WY2 1BU. Phone: 0792 53215

DO YOU NEED MONEY?

We can arrange finance from both institutional and private sources for all types of industrial and commercial projects including hotels, factories, home and overseas developments, company acquisitions, corporate finance etc.
S. J. DABY CO.
Sully 25, 78 Buckingham Gate, London SW1. Tel: 222 4863

ISLE OF MAN OFFSHORE TAX SAVING

Grass and opportunities in a low tax area. We specialise in the formation of companies including company formation, company secretarial services, general agency work, tax and general insurance. We are interested in expanding this side of the business. These interested write Box G1403, Financial Times, 10, Cannon Street, EC4P 4BY.

£127,000 SUPER DEAL AT BLAENAU FFESTINGOG

Super £127,000 sq ft factory ready for occupation, rent free for five years (saving £127,000), in a superb area of North Wales. Many additional super financial incentives are available too. Contact the Development Director now! Development Board for Rural Wales, Ludlow Hall, Ludlow, Shropshire, SY16 1JB. Telephone: 0582 20485

Make it in Mid Wales

BMW 320i 1974
1 owner, Atlantic Blue/Grey. Sun roof, 100,000 miles. Absolute immaculate. Washed dry. Never scratched. Undercoated from new. New engine, gearbox, diff., etc. Caravan tow hitch. Spare battery charger. New Michelin XXVR tyres all round. Absolutely first class condition inside and out. Will sell privately at fair price of £3,500 or n.o. with six month mechanical guarantee. Full service history available. Chorus Peter J. GARRINI & ASSOCIATES, 138a Burnt Oak Broadway, Edgware, Middlesex. Tel: 01-852 6626 - Telex: 923598

OXBRIDGE

Highly successful Preparatory School established over 50 years. In sale due to owner's approaching retirement. Approximately 100 pupils. Modern purpose-built buildings, swimming pool, long leasehold. Exceptional profits justifying substantial price. Principals or their Adviser only. Write Box N10745, Williams' Advertisement Office Ltd., 1 Piccadilly, London, W1. Tel: 01-235 2382

INSURANCE BROKERAGE WANTED

Small Group of Companies in the industry wish to expand by buying an insurance brokerage with commission income up to £20,000 p.a. Ready to contribute to a team. Box G1396, Financial Times, 10, Cannon Street, EC4P 4BY.

PROPERTY FINANCE

Long term interest-free (non-amortised) institutional mortgages now available at 11% p.a. for good quality commercial and industrial properties for investment or owner occupation.
SEYMOUR ADELAIDE & CO. LTD.
18 Seymour Street, London, W1.

MOTEL

Adjacent M6 highly progressive populated area. Being constructed now. Of interest to hotel / property companies / investors. Please reply to Box G1406, Financial Times, 10, Cannon Street, EC4P 4BY.

SMALL NATIONALLY-KNOWN MANUFACTURING COMPANY S.E. LONDON

Most intensive process, ticks others with similar requirement, good mature factory, storage and parking space. Modern buildings. Manager or partner share considered.
Write Box G1405, Financial Times, 10, Cannon Street, EC4P 4BY.

SKATEBOARDING

Cinema S-W Yorks available. Enquiries to Box G1404, Financial Times, 10, Cannon Street, EC4P 4BY.

LARGE FOOD DISTRIBUTION

with £200m, buying power, currently exporting food, non-food, etc., sugar, booze, pharmaceuticals and other large quantities. We are interested in expanding this side of the business. These interested write Box G1402, Financial Times, 10, Cannon Street, EC4P 4BY.

INTERNATIONAL FINANCIAL AND COMPANY NEWS

JAPANESE CORPORATE BANKRUPTCIES

Prolonged recession is taking its toll

BY CHARLES SMITH IN TOKYO

YEAR 1947 Japanese for 41 per cent, of all bank failures with debts of ¥10m. or more were officially declared bankrupt during the first nine months of 1977, whereas "slack management" was the official explanation for another 22 per cent. This situation is the result of a half-century of economic stagnation, which has been compounded by a much trumpeted ¥2,000bn. "recovery" package announced by the Government last September in one of its determined efforts to "revive the economy". Their efforts numbered 20,511, or 0.4 per cent of the entire Japanese labour force. The picture is no more rosy than the background against which the Government is trying to pick up steam after the recession. Bankruptcy cases with total assets of ¥458bn.—in other words, a number of individual business failures five years ago was the equivalent of what it was last year, the amount of debt a mere 15 per cent of the total.

Mr. John, who has caused so many Japanese companies to collapse in the past year or two, And does it all mean in terms of health or sickness of the Japanese economy?

Mr. John's first question is easier to answer than the second. By far the commonest cause of business failure is the middle of last year, and probably beyond, was a simple failure to find enough buyers for whatever the company produced. The chain-reaction type of

business failure accounted for 12 per cent of all bankruptcies registered in 1977, but could undoubtedly have accounted for more if the Government had not adopted effective counter measures. Small companies which are endangered by the

The chain reaction type of bankruptcy represents the most frightening phenomenon from the point of view of Japan's future economic health for the simple reason that it could, at least in theory, become enormously more prevalent.

Japanese companies are facing problems which might force them to start "dumping" subsidiaries or affiliates. But at least 60 concerns, listed on the nation's stock exchanges—according to a recent estimate by a Tokyo research agency, are currently in

Most of the big companies which fail in Japan, and quite a number of medium-sized failures, qualify for reconstruction under the Company Rehabilitation Law (a process which was described in a previous article and which means that the majority of the workers involved do not even lose their jobs). What happens to the 90 per cent of small companies which officially "disappear" after bankruptcy is rather to the hundreds of thousands of people who work for them is one of the more intriguing mysteries of Japan's economic system.

The solution to the mystery appears to be that a very large number of small companies which go bankrupt are replaced sooner or later by a new company employing the same staff and run by the same management, but with a relative or colleague of the original proprietor "standing in" as company president—usually with the connivance of the bank.

Japan boasted 3.7m. companies with fewer than 20 workers at the end of 1973 and 4.1m. at the end of 1975, even though bankruptcies had been taking an increasing toll during each of the intervening years. There was a very slight fall in the small company "population" in 1976, which may suggest that, for the first time in many years, the natural optimism of the average Japanese businessman was at last being defeated by the near impossibility of making a profit.

The group was set up late in 1976 with the support of the Bank of Shizuoka. It was the first Arab Gulf company to have offered its shares exclusively to Arab nationals, and its shareholders include a group of some 45 founding shareholders, senior members of the Arab ruling families and trading companies, together with a total of 39,000 others.

At the end of last year, the group's balance sheet totalled Dh521.7m. with more than half of this representing shareholders' equity of Dh271.9m. The group has concentrated in its first year on short-term investments, but has also formulated a policy for long-term investment and has undertaken feasibility studies in a number of potential areas.

The unaudited net earnings for the first 24 weeks of 1977/78 were \$2,277,000. This includes a \$7,000,000 capital gain from the sale of the MIM shareholding in Thess Holdings Limited. Excluding this capital gain, the net earnings were \$20,089,000 which represents a 9.2% increase on the \$18,400,000 earned in the corresponding period of the previous year.

Net earnings for the second twelve weeks of the period were \$11,291,000 compared with \$8,798,000 for the first twelve weeks (excluding the capital gain). This improvement was mainly a result of increased metal sales.

The improved sales volumes were, however, largely offset by a proportional increase in the cost of sales.

An interim dividend of 3 cents per share (1976/77 77 cents per share) absorbing \$8.6 million has been declared. This dividend will be paid on April 3, 1978 in respect of all shares on the Australian registers and on April 10, 1978 in respect of shares on the London register. The registers of members will be closed from February 17 up to and including February 23, 1978 to allow completed transfers received by the company up to 5.00 p.m. on February 16, 1978 to be registered before entitlements to the dividends are determined.

received up substantially. Revenue from copper and zinc sales however continued to reflect poor market conditions. The average copper price declined by 9.9% to improved lead and silver markets with both volumes sold and prices

Better margins boost Protea's half-year profit

BY RICHARD ROLFE

JOHANNESBURG, Feb. 8.

PROTEA Holdings, the conglomerate group with interests spreading through the chemicals, engineering and electrical sectors, has turned in a good set of interim figures for the six months to end-December. The key to the results is improved profitability, Protea's answer to the unsuccessful bid from Abercrom last May.

Turnover rose from R53.5m. to R55.5m. (\$98.5m.), and elimination of loss-makers and a reduced level of debt helped to push pre-tax profits up from R5.7m. to R6.8m. (\$7.8m.). Attributable earnings have risen from 11 cents to 13.2 cents, and the interest dividend has been raised 0.5 cents to 3.5 cents, though this ostensibly is even out the discrepancy between last year's interim and the 10 cents final.

Along with the superior trading results has gone an improved balance sheet. The Board says that return on shareholders' funds has risen from 15.7 per cent, to an annualised 18.5 per cent, while group borrowings have dropped from 72 per cent, to 67 per cent of shareholders' funds. These ratios are regarded as appropriate for a group whose business is primarily trading.

Protea shares fell to 58 cents at one time last year, recovering when it became clear that the dividend would be maintained. They are now 108 cents, and have been one of the best stock market performers among the local medium-sized industrials. Even so, the yield is still 12 per cent, assuming the present year's dividend total is again 13 cents.

Along with the superior trading results has gone an improved balance sheet. The Board says that return on shareholders' funds has risen from 15.7 per cent, to an annualised 18.5 per cent, while group borrowings have dropped from 72 per cent, to 67 per cent of shareholders' funds. These ratios are regarded as appropriate for a group whose business is primarily trading.

Protea shares fell to 58 cents at one time last year, recovering when it became clear that the dividend would be maintained. They are now 108 cents, and have been one of the best stock market performers among the local medium-sized industrials. Even so, the yield is still 12 per cent, assuming the present year's dividend total is again 13 cents.

Protea shares fell to 58 cents at one time last year, recovering when it became clear that the dividend would be maintained. They are now 108 cents, and have been one of the best stock market performers among the local medium-sized industrials. Even so, the yield is still 12 per cent, assuming the present year's dividend total is again 13 cents.

Protea shares fell to 58 cents at one time last year, recovering when it became clear that the dividend would be maintained. They are now 108 cents, and have been one of the best stock market performers among the local medium-sized industrials. Even so, the yield is still 12 per cent, assuming the present year's dividend total is again 13 cents.

Protea shares fell to 58 cents at one time last year, recovering when it became clear that the dividend would be maintained. They are now 108 cents, and have been one of the best stock market performers among the local medium-sized industrials. Even so, the yield is still 12 per cent, assuming the present year's dividend total is again 13 cents.

Protea shares fell to 58 cents at one time last year, recovering when it became clear that the dividend would be maintained. They are now 108 cents, and have been one of the best stock market performers among the local medium-sized industrials. Even so, the yield is still 12 per cent, assuming the present year's dividend total is again 13 cents.

Protea shares fell to 58 cents at one time last year, recovering when it became clear that the dividend would be maintained. They are now 108 cents, and have been one of the best stock market performers among the local medium-sized industrials. Even so, the yield is still 12 per cent, assuming the present year's dividend total is again 13 cents.

Protea shares fell to 58 cents at one time last year, recovering when it became clear that the dividend would be maintained. They are now 108 cents, and have been one of the best stock market performers among the local medium-sized industrials. Even so, the yield is still 12 per cent, assuming the present year's dividend total is again 13 cents.

Protea shares fell to 58 cents at one time last year, recovering when it became clear that the dividend would be maintained. They are now 108 cents, and have been one of the best stock market performers among the local medium-sized industrials. Even so, the yield is still 12 per cent, assuming the present year's dividend total is again 13 cents.

Protea shares fell to 58 cents at one time last year, recovering when it became clear that the dividend would be maintained. They are now 108 cents, and have been one of the best stock market performers among the local medium-sized industrials. Even so, the yield is still 12 per cent, assuming the present year's dividend total is again 13 cents.

Protea shares fell to 58 cents at one time last year, recovering when it became clear that the dividend would be maintained. They are now 108 cents, and have been one of the best stock market performers among the local medium-sized industrials. Even so, the yield is still 12 per cent, assuming the present year's dividend total is again 13 cents.

Protea shares fell to 58 cents at one time last year, recovering when it became clear that the dividend would be maintained. They are now 108 cents, and have been one of the best stock market performers among the local medium-sized industrials. Even so, the yield is still 12 per cent, assuming the present year's dividend total is again 13 cents.

Protea shares fell to 58 cents at one time last year, recovering when it became clear that the dividend would be maintained. They are now 108 cents, and have been one of the best stock market performers among the local medium-sized industrials. Even so, the yield is still 12 per cent, assuming the present year's dividend total is again 13 cents.

Protea shares fell to 58 cents at one time last year, recovering when it became clear that the dividend would be maintained. They are now 108 cents, and have been one of the best stock market performers among the local medium-sized industrials. Even so, the yield is still 12 per cent, assuming the present year's dividend total is again 13 cents.

Protea shares fell to 58 cents at one time last year, recovering when it became clear that the dividend would be maintained. They are now 108 cents, and have been one of the best stock market performers among the local medium-sized industrials. Even so, the yield is still 12 per cent, assuming the present year's dividend total is again 13 cents.

Protea shares fell to 58 cents at one time last year, recovering when it became clear that the dividend would be maintained. They are now 108 cents, and have been one of the best stock market performers among the local medium-sized industrials. Even so, the yield is still 12 per cent, assuming the present year's dividend total is again 13 cents.

International Income Fund

Notice of Dividend Payment

Midland Bank Trust Company (Channel Islands) Limited as Trustee of the above mentioned fund has declared a dividend of U.S. \$2.00 per Unit for the financial year ended 31st December, 1977, payable on the 14th February, 1978. In respect of all Units in issue on 31st December, 1977. Unit holders should send coupon No. 17 to the Trustee at 28/34 Hill Street, St. Helier, Jersey, Channel Islands. Arrangements have been made whereby holders of all Units in issue at 13th February, 1977, may reinvest the dividend paid at that date in additional Units at a purchase price equal to the net asset value per Unit at 13th February, 1978. This right will terminate at the close of business on 10th March, 1978. Unit holders who desire to reinvest their dividend should advise the Trustee accordingly when presenting their coupons for payment.

Midland Bank Trust Company (Channel Islands) Limited

Dated: 8th February, 1978

International Income Fund (IIF)

Administrative Agents:

European Banking Company Limited

Trustees:

Midland Bank Trust Company (Channel Islands) Limited

Weekly net asset value

on February 8th, 1978

Tokyo Pacific Holdings N.V.

U.S. \$43.05

Tokyo Pacific Holdings (Seaboard) N.V.

U.S. \$31.38

Listed on the Amsterdam Stock Exchange

Information: Pierson, Hulsbosch & Pierson N.V., Herengracht 214, Amsterdam.

YONTHEL EUROBOOND INDICES

14574-100%

PRICE INDEX

7.78 31.78 7.78 31.78

DM Bonds 107.93 107.93 DM Bonds 6.349 6.349

DF Bonds 104.11 104.11 DF Bonds 7.554 7.554

U.S. 5 Yrs. Bonds 94.97 94.97 U.S. 5 Yrs. Bonds 6.674 6.674

CIMPOR-Cimentos de Portugal E.P.

US \$12,000,000

medium term loan

Managed by

Amex Bank Limited

and provided by

American Express International Banking Corporation

Amex Bank Limited Canadian Imperial Bank of Commerce

Investments and Handels-Bank A.G. Société Générale de Banque S.A.

Toronto Dominion Bank United International Bank Limited

Agent Bank

American Express International Banking Corporation

Amex Bank Limited Canadian Imperial Bank of Commerce

Investments and Handels-Bank A.G. Société Générale de Banque S.A.

Toronto Dominion Bank United International Bank Limited

Agent Bank

American Express International Banking Corporation

Amex Bank Limited Canadian Imperial Bank of Commerce

Investments and Handels-Bank A.G. Société Générale de Banque S.A.

Toronto Dominion Bank United International Bank Limited

Agent Bank

American Express International Banking Corporation

Amex Bank Limited Canadian Imperial Bank of Commerce

Investments and Handels-Bank A.G. Société Générale de Banque S.A.

Toronto Dominion Bank United International Bank Limited

Agent Bank

American Express International Banking Corporation

More Bahrain offshore banking interest

BY DOINA THOMAS

BAHRAIN, Feb. 8.

A NEW WAVE of interest in the Bahrain offshore banking market has emerged in the past few weeks. A number of Arabian and European financial institutions have shown an interest in the terms of offshore and investment banking licences on the tax-free island.

The total assets of the two-year-old offshore market in Bahrain reached \$15.7bn. at the end of December last year, compared to the \$8.2bn. at the end of 1976, according to figures just released by the Bahrain Monetary Agency. A total of 33 offshore banking units were in full operation at the end of 1977, and a further seven have opened, or will shortly open, this year.

Regional activity now accounts

for over half the market, with liabilities in Gulf currencies, particularly the Kuwaiti dinar and the Saudi riyal, reaching the equivalent of \$8.6bn. compared with \$1.2bn. at the end of 1976. Liabilities to Arab countries (in all currencies) reached \$8.2bn. (\$2.6bn. in 1976), and loans totalled \$7bn. (\$2.5bn. in 1976). However, in terms of currencies, the dollar comprises 72 per cent of all liabilities.

Outstanding foreign exchange

contracts rose to \$2.3bn. (\$500m. in 1976), which the BMA points out, reflects the increased use of Bahrain made by companies and banks having business in Arab currencies. Liabilities to European markets rose from \$2.3bn. to \$3bn. over the year, while assets in Europe rose from

\$1.1bn. to \$3.9bn. Business with the Asian dollar market also showed a considerable increase, with assets in Hong Kong and Singapore reaching \$1.2bn. from \$300m. at the end of 1976.

The offshore banking units in Bahrain at present include branches of the major British and American clearing banks, as well as the big Euro-Arab consortium and leading European banking houses.

The investment banking licences, created last October, about a year after the announcement of the offshore licenses, demand that liquid assets equal 25 per cent of deposits received be maintained, and monthly figures must be submitted to the BMA.

Sharjah profit exceeds \$5m.

By Michael Blanden

SHARJAH GROUP, the Arab-backed investment company based in the Gulf Emirate of Sharjah, reports that its total revenues in its first period of operation were 47.2m. dirham (\$12.1m.).

After deducting Dh27.9m. of expenses and other charges, the net income totalled Dh19.3m. (\$5m.) over the period from December 21, 1976, to the end of 1977.

The group was set up late in 1976 with the support of the Bank of Shizuoka. It was the first Arab Gulf company to have offered its shares exclusively to Arab nationals, and its shareholders include a group of some 45 founding shareholders, senior members of the Arab ruling families and trading companies, together with a total of 39,000 others.

At the end of last year, the group's balance sheet totalled Dh521.7m. with more than half of this representing shareholders' equity of Dh271.9m. The group has concentrated in its first year on short-term investments, but has also formulated a policy for long-term investment and has undertaken feasibility studies in a number of potential areas.

The unaudited net earnings for the first 24 weeks of 1977/78 were \$2,277,000. This includes a \$7,000,000 capital gain from the sale of the MIM shareholding in Thess Holdings Limited. Excluding this capital gain, the net earnings were \$20,089,000 which represents a 9.2% increase on the \$18,400,000 earned in the corresponding period of the previous year.

Net earnings for the second twelve weeks of the period were \$11,291,000 compared with \$8,798,000 for the first twelve weeks (excluding the capital gain). This improvement was mainly a result of increased metal sales.

The improved sales volumes were, however, largely offset by a proportional increase in the cost of sales.

An interim dividend of 3 cents per share (1976/77 77 cents per share) absorbing \$8.6 million has been declared. This dividend will be paid on April 3, 1978 in respect of all shares on the Australian registers and on April 10, 1978 in respect of shares on the London register. The registers of members will be closed from February 17 up to and including February 23, 1978 to allow completed transfers received by the company up to 5.00 p.m. on February 16, 1978 to be registered before entitlements to the dividends are determined.

Spanish banking purchase

BY ROBERT GRAHAM

MADRID, Feb. 8.

AGREEMENT HAS been reached for the purchase by Spain's third industrial bank, Bankunion, of a majority stake in Banco de Grodosa, one of the commercial banks most affected by the collapse in mid-January of Banco de Navarra. Originally Grodosa had assets of \$180.4m. (\$180.4m.) but at the time of the collapse its assets were \$108.2m. (\$108.2m.) and its liabilities were \$108.2m. (\$108.2m.).

The purchase has been facilitated by an investment company, Inves, holding 10 per cent of Bankunion and 88 per cent of Grodosa. Under the terms of the agreement, Grodosa will increase its capital on a one-for-one basis by Ptas.1.6bn. to Ptas.3.4bn.—the difference being a marginally altered share valuation.

Bankunion has been seeking to expand into commercial banking and the move is seen as a logical integration. Bankunion has apparently obtained prior agreement with various Grodosa shareholders, including Inves, so that they waive their new share subscription rights. This will allow Bankunion to cover 80 per cent of the subscription and so hold 40 per cent of the new fully paid up capital.

The Bank of Spain has yet to reach agreement on the terms of a takeover of Bankunion by the financial institution which was specifically created to administer banks in difficulties over the week-end.

Bankunion has been seeking to expand into commercial banking and the move is seen as a logical integration. Bankunion has apparently obtained prior agreement with various Grodosa shareholders, including Inves, so that they waive their new share subscription rights. This will allow Bankunion to cover 80 per cent of the subscription and so hold 40 per cent of the new fully paid up capital.

Bankunion has been seeking to expand into commercial banking and the move is seen as a logical integration. Bankunion has apparently obtained prior agreement with various Grodosa shareholders, including Inves, so that they waive their new share subscription rights. This will allow Bankunion to cover 80 per cent of the subscription and so hold 40 per cent of the new fully paid up capital.

Bankunion has been seeking to expand into commercial banking and the move is seen as a logical integration. Bankunion has apparently obtained prior agreement with various Grodosa shareholders, including Inves, so that they waive their new share subscription rights. This will allow Bankunion to cover 80 per cent of the subscription and so hold 40 per cent of the new fully paid up capital.

Bankunion has been seeking to expand into commercial banking and the move is seen as a logical integration. Bankunion has apparently obtained prior agreement with various Grodosa shareholders, including Inves, so that they waive their new share subscription rights. This will allow Bankunion to cover 80 per cent of the subscription and so hold 40 per cent of the new fully paid up capital.

Bankunion has been seeking to expand into commercial banking and the move is seen as a logical integration. Bankunion has apparently obtained prior agreement with various Grodosa shareholders, including Inves, so that they waive their new share subscription rights. This will allow Bankunion to cover 80 per cent of the subscription and so hold 40 per cent of the new fully paid up capital.

Loss for Tinto Industries

BY TONY HAWKINS

SALISBURY, Feb. 8

TURNOVER fell by nearly 20% in 1977, and TIL says sales were lower than expected in the latter half of the year, when there is traditionally a seasonal upsurge in agricultural purchasing. As a result, manufacturing activity continued well below economic levels, but the scale of losses was much reduced.

In the latter half of the year, trading conditions remain depressed and until there is some significant improvement, there will be no dividends, TIL says.

Turnover fell by nearly 20% in 1977, and TIL says sales were lower than expected in the latter half of the year, when there is traditionally a seasonal upsurge in agricultural purchasing. As a result, manufacturing activity continued well below economic levels, but the scale of losses was much reduced.

In the latter half of the year, trading conditions remain depressed and until there is some significant improvement, there will be no dividends, TIL says.

Turnover fell by nearly 20% in 1977, and TIL says sales were lower than expected in the latter half of the year, when there is traditionally a seasonal upsurge in agricultural purchasing. As a result, manufacturing activity continued well below economic levels, but the scale of losses was much reduced.

In the latter half of the year, trading conditions remain depressed and until there is some significant improvement, there will be no dividends, TIL says.

Turnover fell by nearly 20% in 1977, and TIL says sales were lower than expected in the latter half of the year, when there is traditionally a seasonal upsurge in agricultural purchasing. As a result, manufacturing activity continued well below economic levels, but the scale of losses was much reduced.

In the latter half of the year, trading conditions remain depressed and until there is some significant improvement, there will be no dividends, TIL says.

BOOKS

Under fire

BY C. P. SNOW

Britain and the Origins of the First World War by Zara S. Steiner. Macmillan, £7.95 (£3.50 paperback), 306 pages.

Kitchener by George H. Casser, William Kimber, £9.95, 573 pages.

The Road to Passchendaele by John Terraine, Leo Cooper, £11.50, 365 pages.

The Art of Warfare in the Age of Napoleon by Gunther Rothberg, Batsford, £6.95, 272 pages.

There is a weird inevitability about it all, said Einstein, with brooding prophetic resignation, reflecting on the making of the hydrogen bomb, and certain that it would one day be used. If he had ever had any faith in human wisdom or the intervention of human will, he had by that time lost it. He might as well have been thinking about how the two world wars came to happen, or the manner in which they were fought. The first three books above teach the same lesson. It is a dark one—how very little individual men matter, how the events take charge, how insight, good feeling, humanity, are powerless against the pressure of the collective Tolstoyan forces. If we ought to have accepted that by now.

Zara Steiner's book is a sober, sensible account of how this country became impelled into the First World War. She is a very good historian, with exceptionally balanced judgement. She has all the regrets of a civilised human being, but in the end, without emphasising the judgment, she believes that no one on either side could have prevented that war. She makes it clear, as I have not seen done before, the extent to which Edward Grey had British foreign policy concentrated in his own keeping. He was decent, humane, not an intellectual, but a far more accomplished politician

than he is usually given credit for. He didn't want war: yet he, or anyone in his position, or any conceivable government, was bound to walk into it. Granted the degrees of freedom, which were in real terms minute, the same was true in Germany. Zara Steiner writes without extravagance, but she carries a much more sophisticated military thinking than the British, but, though the German army they were leading was a usual superb, they couldn't imagine anything else to do. Certainly Haig couldn't. John Terraine's *The Road to Passchendaele* is another of his attempts to make something of a hero of Haig. Here Terraine overstates his case. His account of the Flanders campaign is in the glorious fashion, excellent. One is prepared to believe that perhaps any other British commander-in-chief might have been driven to something similar—that is, because of the French mutinies, some strategy of this kind was forced. But the record doesn't suggest that was how Haig was justifying it. He was, as always, invincibly confident, invincibly optimistic, invincibly complacent. Even if, and when, he was in the grip of weird inevitability, that attitude is hard for a detached spectator nowadays to understand. It was hard for men more intelligent than Haig himself at the time.

Terraine appears to believe that Haig would have done better if the politicians had trusted him more. The only difference that would have made would be to have provided him with perhaps three more divisions. Then the battle would have gone on a little longer, with no more definite result except more dead. Haig and Robertson were in far more complete command, had much more real independence from "the politicians," than commanders in the second world war. After these lugubrious studies

of 20th century war, Gunther Rothberg's *The Art of Warfare in the Age of Napoleon* is something of a relief. Not that the casualties, relative to the number of troops engaged, were light in the major Napoleonic battles: but, of course, there were nothing like such numbers engaged for such long durations. Also there was a pleasing attitude to certain properties. Both Napoleon and Wellington considered that it was distinctly bad form—and presumably an undesirable precedent—to attempt to kill senior officers on



Kitchener leaves the Foreign Office in June 1916. He is the subject of a new biography reviewed to-day.

the other side. In particular the commander-in-chief. Rothberg gives us various kinds of interesting technical information—about arms (surprisingly uniform all over Europe), medical services (French much the best), discipline (English and Russian the most savage), training (negligible, even in the Grande Armée: one picked up soldiering by doing it, as one ought have realised from Standish's experience). The book is very attractively illustrated, with pictures collected from esoteric sources.

Burma to Cliveden

BY ALAN HODGE

Maurice Collis, *Diaries, 1948-69*, edited by Louise Collis. Heinemann, £5.50, 215 pages.

Maurice Collis spent much of his early working life in Burma as a magistrate and administrator, but he troubled senior British officials by the range of his interests in Burmese history and in Buddhism. After nearly twenty years, he retired to London in 1934 and devoted himself to biography, scriptwriting and criticism. Before these diaries began in 1948 he had published 17 books, including his first success—*Siamese White*. Samuel White had been his piratical 17th-century predecessor at Mergui, which was then under the rule of the King of Siam.

Many books followed during the 1950s and 1960s, including one on Nancy Astor. His visits to Cliveden were numerous, and his stories of Lady Astor are entertaining. "I don't care," she said, "if people accuse me of adultery because it is not true, but I do care if they accuse me of talking too much because it is true." She exemplified her attitude by a story about a dinner party "where Lord X says to the Duke: 'The Prime Minister has his hand on my wife's knee. What should I do?' 'How long has

he had his hand on her knee? Since the soup, 'in that case,' says the Duke, 'let it rest.' When Maurice Collis was going through Lady Astor's visitors' book, she picked up one for 1906 which included the names of the Archduke Franz Ferdinand, Kitchener, Dr. Jameson, Henry James and many European royal figures. "Yes, yes," she said, "Everybody was here. I have in my time been called the friend of the poor but as you can see from this book I was really the friend of the rich."

Lady Astor was always a fierce critic of alcohol and its effects on family life, which she had experienced at home in Virginia, but she did not totally enjoin abstinence on her own family. At one dinner, Maurice Collis was surprised to see that she had a glass of Dubonnet by her side. "I don't mind Dubonnet," she said, "it isn't any stronger than cider and I don't count that."

The diarist believed he had a special capacity for cultivating an army of acquaintances and he would converse with anyone at a party or in an interview. When he met Lord Alexander he talked to him about the Burma campaign and was impressed when the Field-Marshal remembered the exact pronunciation of the

In short—Apes and arabesques

The Forest Dwellers by Stella Brewer. Collins, £2.75, 248 pages.

William lay stiff with fright, his pale face twisted in a fixed and terrified grin. Behind him were weeks of misery. Now he was for sale. Money changed hands, and for Stella Brewer, a nurse extraordinary, the great adventure began.

William was soon joined by other under-privileged apes, and Miss Brewer, daughter of a Gambian forester, found her adventure turning into a crusade—a kind of chimps' Born Free. Now it rates as official history, with the Project for the Rehabilitation of Project Chimpanzees Government backing.

Laboriously, she had to teach her charges how to make nests, even cramming her mouth with live termites to encourage William, Cameron et al, to vary their diet. To-day those chimps are, to all intents and purposes, dead again.

The Forest Dwellers neatly rides upon the recent tide of animal books. Its double bonus—sincerity and the never-ending appeal of monkey tricks—could well send Miss Brewer's happy band scampering along in the tracks of a well-known Yorkshire set and a certain rabbit from Watership Down.

JOHN DUNSTAN

Shaw's Champions: GRS and Prizefighting from Cassel Byron to Gene Tunney by Benny Green. Elm Tree Books, £5.95, 210 pages.

A. J. Ayer cheers for Tottenham Hotspur, Edmund Blunden, I'm told, would sooner talk about cricket than poetry and there was once a national newspaper drama critic whose other passion was rugby football and dismissed the Agincourt scene in a production of Henry V with the words: "Everybody was offside." The preoccupation of some intellectuals with hard physical sport is nothing new and so to Shaw and boxing.

Mr. Green has written a highly readable and likeable book. He picks up his story with the young Cassel taking boxing lessons at the Haymarket gymnasium run by Ned Donnelly, self-styled "professor of boxing." Shaw put Donnelly into his novel, *Cassell Byron's Profession*, which was about a brainy prizefighter who married above his station, but won in the end with a knockout.

There were more on to two real-life Cassel Byrons, Gentleman Jim Corbett who played Cassel in a New York dramatization of the novel and thrashed John L. Sullivan, and amateur philosopher, Gene Tunney, who chatted with Shaw about boxing and other aspects of the human condition and beat Jack Dempsey. This record of the triumph of brains over brute force could be carried right through to Muhammad Ali, of course, but it would be difficult to get worked up about Ali's poetry.

Away from the boxing ring, Mr. Green's book contains splendid material on Shaw as novelist. Collectors of Shavian trivia will love it; boxing fans, however, may start feeling punch-drunk halfway through. It sent me searching out Shaw's novels, which I've only skimmed through before, and I enjoyed them more than I expected.

The publisher's blurb informs us that Mr. Green is now in the process of turning Shaw's life into a musical. Frankly, I am not surprised.

ALAN FORREST

In Defence of Opera by Hamish F. C. Swanton. Allen Lane, £5.50, 314 pages. Pelican (paperback) £1.50.

In the preface to his stimulating apology, Hamish Swanton relates how his father, when aged 17, was taken by his father, who had won some money on the Grand National, to a performance of *Aida*, an experience the young man never forgot. While his grandfather considered opera as a rather suitable entertainment for a special occasion, Professor Swanton spends nearly half his book in attempting to demonstrate its relevance to the world at large, its ability to illumine the human condition—and both of them are correct. In opera, as indeed in all forms of drama, each man's situation may be an acceptable paradigm of another's.

Paradigm is one of Professor Swanton's favourite words; in a

section entitled "Do the words work, it remains unsatisfactory matter," he states that "Scribble" on many other terms for the put librettos are the paradigms of the operatic. He is a little too apt to attribute uniquely to composers, to Handel or to Beethoven, to Gluck or Mozart or Beethoven, to qualities which can also be found in many of their lesser contemporaries. Nevertheless, the book is a history of opera, which I would pay good money to read from the book, while never to see again. The inclusion of such frail but intriguing and Strauss among them (but I think *L'Amour et son Amour* neither Puccini nor Debussy) are less interesting. The descriptions of modern operatic productions are less interesting.

ELIZABETH FORBES

Balanchine's Complete Stories of The Great Ballets by George Balanchine and Francis Mason. Doubleday and Co. Inc. New York, £18.00. (Available from Dance Books Ltd., Cecil Court, London, W.C.2, at £10.50), 388 pages.

There is no other comprehensive analysis of Balanchine's work. So, recent edition of a standard American reference work must seem a somewhat mixed blessing to European readers. Invaluable because it contains Mr. Balanchine's own comments upon his

U.K. ECONOMIC INDICATORS

ECONOMIC ACTIVITY—Indices of industrial production, manufacturing output, engineering output, retail sales volume (1970=100); retail sales volume (1970=100); registered unemployment (excluding full-time students) and unfilled vacancies (000s). All seasonally adjusted.

	Ind. prod.	Mfg. output	Eng. output	Retail sales	Unemp.	Unfilled vac.
1976						
4th qtr.	102.5	104.4	107	105.2	311.4	na
1977						
1st qtr.	103.3	105.3	111	103.2	316.4	1,330
2nd qtr.	101.9	102.7	104	102.5	222.2	1,310
3rd qtr.	102.5	103.5	108	104.6	234.9	1,418
July	102.5	103.9	107	105.0	231.9	1,394
Aug.	102.6	103.3	106	105.2	236.7	1,414
Sept.	102.7	103.5	105	103.9	235.7	1,446
Oct.	101.5	102.5	106	103.3	235.3	1,438
Nov.	102.1	103.0	106	103.8	237.3	1,438
Dec.	102.1	103.0	106	103.8	237.3	1,438

OUTPUT—By market sector: consumer goods, investment goods, intermediate goods (materials and fuels); engineering output, metal manufacture, textiles, leather and clothing (1970=100); housing starts (000s, monthly average).

	Consumer goods	Invest. goods	Intmd. goods	Eng. output	Metal mfg.	Textile mfg.	Hous. starts
1976							
4th qtr.	115.3	97.4	104.5	99.0	95.3	102.7	26
1977							
1st qtr.	116.4	98.8	106.3	100.0	94.3	105.1	28
2nd qtr.	113.2	97.7	104.9	98.6	90.9	99.2	23
3rd qtr.	115.1	98.0	104.3	99.2	93.7	102.6	24
Aug.	115.9	98.0	105.9	99.0	79.9	101.9	24
Sept.	115.9	98.0	105.9	99.0	79.9	101.9	24
Oct.	115.9	98.0	105.9	99.0	79.9	101.9	24
Nov.	116.0	98.0	106.0	100.0	79.9	102.0	24
Dec.	116.0	98.0	106.0	100.0	79.9	102.0	24

EXTERNAL TRADE—Indices of export and import volume (1970=100); visible balance; current balance; oil balance; terms of trade (1970=100); exchange reserves.

	Export volume	Import volume	Visible balance	Current balance	Oil balance	Terms of trade	Exch. res.
1977							
1st qtr.	141.9	142.4	-926	-514	-618	80.4	19.5
2nd qtr.	142.9	144.3	-722	-396	-225	80.1	14.8
3rd qtr.	133.7	142.0	-44	-495	-536	81.5	14.4
4th qtr.	148.0	139.9	+38	-472	-665	84.8	20.2
Sept.	155.7	144.9	+65	-215	-205	83.9	17.3
Oct.	150.0	140.4	+46	-191	-221	83.9	20.2
Nov.	142.9	132.2	+72	-217	-153	85.3	20.6
Dec.	151.2	146.2	-89	-455	-251	85.3	20.6

FINANCIAL—Money supply M1 and sterling M2, bank advances in sterling to the private sector (three months' growth at annual rate); domestic credit expansion (Em.); building societies' net inflow; HP, new credit; all seasonally adjusted. Minimum lending rate (end period).

	M1	M2	Bank adv.	DCE	BS	HP	Net infl.	Dom. credit	Build. soc.
1977									
1st qtr.	-3.6	-10.2	5.3	-1,882	429	235	18	14	14
2nd qtr.	16.8	18.3	0.8	899	1,290	351	8	8	8
3rd qtr.	34.4	14.5	20.2	-236	1,084	393	8	8	8
4th qtr.	21.1	14.5	6.5	706	1,565	407	7	7	7
Aug.	22.9	14.5	26.0	-72	1,302	417	7	7	7
Sept.	22.9	14.5	26.0	-72	1,302	417	7	7	7
Oct.	35.3	17.5	0.9	327	1,562	393	6	6	6
Nov.	41.5	15.5	2.1	284	1,554	425	7	7	7
Dec.	21.1	14.5	-6.3	-95	421	414	7	7	7

INFLATION—Indices of earnings (Jan. 1976=100), basic materials and fuels, wholesale prices of manufactured products (1970=100); retail prices and food prices (1974=100); FT commodity index (July 1952=100); trade weighted value of sterling (Dec. 1971=100).

	Earnings	Basic mts.	Fuels	Wholesale	Retail	Food	FT index	Trade wtd.
1976								
4th qtr.	109.9	329.9	238.9	185.6	172.7	250.3	95.4	95.4
1977								
1st qtr.	119.5	341.5	248.0	174.1	184.7	276.4	91.3	91.3
2nd qtr.	114.5	347.7	259.2	181.9	191.1	250.9	87.9	87.9
3rd qtr.	118.1	340.5	267.7	184.7	192.1	239.9	87.9	87.9
Aug.	118.7	338.5	268.1	184.7	191.9	239.9	87.9	87.9
Sept.	118.0	338.1	269.2	185.7	192.5	239.9	87.9	87.9
Oct.	117.9	338.0	269.2	185.7	192.5	239.9	87.9	87.9
Nov.	117.9	338.0	269.2	185.7	192.5	239.9	87.9	87.9
Dec.	117.9	338.0	269.2	185.7	192.5	239.9	87.9	87.9

Not seasonally adjusted.

Israeli Foreign Minister speaks

BY RICHARD JOHNS

An Autobiography by Abba Eban. Weidenfeld and Nicolson, £10.00, 824 pages.

Referring to President Eisenhower's blunt inarticulateness Mr. Abba Eban writes: "I felt charitably, but I think accurately, that his mind was richer than his capacity for self-expression." Cynical critics and enemies in Israel might put it—uncharitably and unfairly—the other way round as far as their long-serving ex-Foreign Minister's eloquence is concerned. His powers of oratory and self-expression, all too often bordering on the florid and pretentious, have been a liability as well as an asset. In striving for the ultimate pinnacle of the premiership Eban has been handicapped by his colleagues and electorate's feeling that he is too clever by half and perhaps a little less than a full Israeli. His sophisticated and cosmopolitan image could not be in greater contrast to the virile, tough sons—and daughters (with apologies to Mrs. Golda Meir—of the kibbutz that until recently have dominated the Israeli political establishment.

Returning from his rhetorical triumphs at the UN where in 1948 he did much to secure Israel's independence and membership Eban recalls the ecstatic relief of the local newspapers that he actually spoke Hebrew. Aubrey Evans, as he was known to fact he strangely does not mention, arrived late on the Palestinian scene at the outbreak of a special operations executive team liaising and assisting with the training of the Haganah (or Jewish Self-Defence Force) in

preparation for resistance against possible Nazi invasion.

Born in South Africa, he came at an early age to London where at St. Olave's School he was incultured with the Classics and English Literature while at week-ends his grandfather submitted him to nine years of intensive "Hebraisation." Eban pursued a brilliant career at Cambridge in Classics and Oriental Languages that won him the rare distinction of a Triple First—as he emphasises with typical lack of false modesty—and led to a lectureship as well as a knowledge of and fascination for the Arab tongue. He was soon active in the Zionist movement but from contact with two Palestinian students became aware, unlike the majority of his compatriots to-day, of "the pathos of conflict between two nationalisms striving for fulfilment in the same country."

It is an intriguing thought that he might have become a British Cabinet Minister. In his first year of principal of the Middle East Centre for Arabic Studies (then based in Jerusalem and ironically ever since regarded as hot-bed of Arabism), Harold Laski proposed he contest a seat in the 1945 general election. He chose instead to join the political department of the Jewish Agency, thus starting a meteoric rise to the post of its chief representative at the U.N. Then Ambassador to the new State of Israel, and from 1959 to 1969 was concurrently head of Israel's mission in Washington. After a brief spell as President of the Weizmann Institute he became Minister of Educa-

tion having turned down a suggestion that he should take a more humble portfolio as "an attempt to cut my stature down to international size." He became deputy premier to Levi Eshkol in 1963 and Foreign Minister in 1966, a position he held until excluded from Mr. Yitzhak Rabin's government in 1974. Resentment of a precocious success story may account for much of the self-justification permeating the pages of this book. Hardly one congratulatory telegram or rhapsodic Press cutting, it seems, is left unquoted. J. F. Kennedy applauds after an address to a Zionist rally: it was "the greatest time of my English life," he heard in Yankee Stadium. Henry Steele Commager asserts "as Ben-Gurion has become the spirit of Israel so Abba Eban has been its voice." The Times Literary Supplement compares him to Cicero and Burke. Fortunately, this somewhat nauseous strain is balanced by rich anecdotes, "pre-emptive" observations and sharp, if frequently malicious, wit.

More important is the account of an important role in Israel's formative years which earned Ben-Gurion's accolade in 1959 of Eban as "the most distinguished emissary of the Jewish people in our generation."

Assuming his political career to be at an end historians will probably judge his 11-year period in New York and Washington as his most valuable contribution to Israel. Apart from the early battles at the U.N. his three greatest achieve-

ments must have been in helping greatly to cement relations with the U.S., especially after the attempt to cut my stature down to international size. He became deputy premier to Levi Eshkol in 1963 and Foreign Minister in 1966, a position he held until excluded from Mr. Yitzhak Rabin's government in 1974.

His countrymen should owe him some gratitude for his efforts and endurance at the UN before, during and in the long aftermath of the June war of 1967. In this connection he refuses, indignantly and with seeming justification, the popular Israeli allegation of the time that he was a major factor in restraining the "pre-emptive strike." With an eye to the future, presumably, Eban is relatively restrained in his comment about his using contemporary and rivals but like them has been affected by what Walter Laqueur has described as "the special virulence of Israeli political life." Most obvious is his animosity towards Mr. Rabin and of topical relevance (wisdom of hindsight also?) his charge that the ex-premier concentrated too heavily on Israeli-Egyptian detente at the expense of the more contentious west bank. Significantly, he omits any mention of the well-known, and for him galling, fact that Mrs. Meir as premier dealt over his head on the most vital foreign policy issues by dealing directly with Rabin when the latter was Washington envoy from 1968 to 1973.

Now freed from the burden of office though still on the Knesset benches, Eban is forthright in

sexual violence of various kinds, incest, and an atmosphere of cruelty, psychological or physical.

Levanter, the Americanised Jewish Russian who has escaped both Nazism and Stalinism to become a capitalist and entrepreneur, is watched in deadpan close-up, like some insect performing curious rites. Again there's much talent in the writing but its central meaning is elusive. Levanter's attempts to do good seem doomed (in saving two people from a dictator's goal he gets a third locked up and tortured); only in evil is he consistently successful, as he slips from one comfortable berth to another—from his mother's bed in adolescence to that of an enormously rich widow he marries in middle age.

The central episode, the "blind date," is an elaborately planned rape he carries out, for which a friend is blamed and imprisoned. This, like much else in the book, reads like some black fantasy, lengthy, dreamlike, hurtful.

After this *In the National Interest*, the most straightforward, the least metaphysically-minded, seems plain as daylight for all its complex plot: a thriller set in the Middle East that happens to be published when real life makes it more credible than it can ever have been. Not badly written, either a likeable (if I think) forgettable book.

The joint authors are high-powered journalists who know exactly what they're up to when these are often of a vicious kind, involving rape, killing, to the danger spots by an



Mark Helprin: Israeli hero

American Secretary of State. Why is his kidnapped wife returned without payment of ransom or prisoners freed? Because a Palestinian leader is brought right into Jerusalem for a top political meeting and suddenly there's close contact where before none was remotely likely or even possible.

Diplomacy with skulduggery, honour with double-dealing, love with betrayal; death silent, efficient, tidy. I wouldn't like the blurb, call it "the ultimate political novel," but of its kind, the sort for a snowed-up evening, a journey or the last day of Au, it isn't bad at all.

Fiction

Men trapped among matters of great moment

BY ISABEL QUIGLY

Refiner's Fire by Mark Helprin. Hamish Hamilton, £5.95, 373 pages.

Double Decker by Eva Jones. Batsford, £4.50, 191 pages.

Blind Date by Jerzy Kosinski. Hutchinson, £4.95, 238 pages.

In The National Interest by Marvin Kuhl and Ted Koppel. Bodley Head, £15.00, 371 pages.

Refugees, internationalists: in all the

Rolls' bid for PWR power

By DAVID FISHLOCK, Science Editor

ROLLS-ROYCE, playing host to the Prime Minister in Derby in December, took the opportunity to brief him of one of Britain's most secret technologies: the nuclear reactor it builds for the Navy.

Sir Kenneth Keith, Rolls-Royce's chairman, told Mr. Callaghan that from a bilateral agreement negotiated with the U.S. in the late 1950s Britain had already developed a series of pressurised water reactors. These "British PWRs," manufactured wholly in the U.K., are in service today in 13 submarines, the latest of which—Sceptre—joins the fleet next week. A new generation of PWR is in prototype at HMS Vulcan, a reactor test station in Scotland run by Rolls-Royce for the Navy. Construction of the prototype of a fourth generation of British PWR will begin there next year.

Sir Kenneth's purpose in briefing first the PM then Mr. Anthony Wedgwood Benn, Secretary for Energy, was to make a strong bid for a role in Britain's new nuclear power programme. Where in the past Rolls-Royce's nuclear activities have been almost exclusively for the Navy, which has jealously husbanded the experience, the company now wants to enter the market for civil reactors with its experience of the PWR. Moreover, it is claiming a track record unrivalled in the civil nuclear sector, for a type of reactor which the electricity supply industry is eager

to have available as an alternative to the advanced gas-cooled reactor.

Behind these claims stands one of the least-publicised companies of its size in Britain: Rolls-Royce and Associates, a consortium of about 1,300 staff, comprising a 54 per cent. Rolls-Royce shareholding, with the balance shared equally between Babcock and Wilcox, Foster Wheeler, and Vickers. It was originally set up by the Ministry of Defence in 1959 to manage the procurement of a Westinghouse reactor from the U.S. for Dreadnought, Britain's first nuclear submarine. At the same time it built Britain's first PWR, at HMS Vulcan—named after the lame god who never went to war—for development and training, and for the simulation of nuclear propulsion problems at sea.

Rolls-Royce and Associates does not try to minimise the fact that it had plenty of problems with its early PWRs. But as it learned the difficult new technology and as it gained the Navy's confidence, the Ministry of Defence delegated more and more responsibility. "We taught ourselves the fundamental technology that was not part of the package the Government bought from Westinghouse," says Mr. Peter Goodwin, managing director. To-day his company has total responsibility for the submarine reactor programme "from cradle to grave." It has provided the

Navy with 16 reactors and 30 reactor "cores"—the heart of the system, which includes the fuel—and has another three reactors under construction. Moreover, as manager of HMS Vulcan, it is the only private company in Britain operating a power reactor.

To-day the company claims to build PWRs on schedule, to the price quoted, and to the performance stipulated by its customer, the Navy's Ship Department at Bath. (Incidentally, the customer supports these claims.) Its turnover is around £25m. The four shareholders account for more than 50 per cent. of the value of a nuclear package which costs the Navy about £10m. Rolls-Royce itself makes the core, about 23.5 per cent. of the value (excluding the highly enriched uranium fuel, which is supplied by the Ministry of Defence). Babcock supplies the 50-ton reactor pressure vessel, about 7 per cent. of the value. Foster Wheeler provides the two 25-ton steam generators, another 18.5 per cent.; and Vickers provides the core barrel, emergency cooler and the complete shipboard installation.

Compared with a civil power reactor of the size the Central Electricity Generating Board wants to order, around 1,200-1,300 MW, the submarine reactor is small. It is smaller in power output than Britain's first electricity-generating reactors, the four gas-cooled reactors of Calder Hall. But the submarine PWR technology—except for the design of its very highly rated core—has remained fundamentally unchanged. Moreover, because of the stresses a mobile military reactor must be designed for, such as shock and sudden demands for peak power, the submarine reactor must be very robustly constructed. For example, the steel pressure vessel, about the height of a double-decker bus, is two-fifths as tall as, and weighs about one-eighth of, that for a civil PWR. The steam generator, of a design which has found no acceptance yet in civil reactors, has avoided all the vexing corrosion problems experienced in PWR power stations, as well as being "astonishingly free" from the bugbear of all big boilers—tube weld leaks.

A major part of the company's activity is devoted to development. From the original package provided by Westinghouse it developed the first British submarine core, longer-lived and providing more power. The combined effect is almost to double the energy supplied by a core—for a 19 per cent. increase in application cost. This core has been in service since 1973 and is capable of being "backfitted" to all the submarines except Dreadnought.

The next development step involved more widespread changes for the goal set by the Navy was a still longer life com-

bined with much less reactor noise. This project, begun in 1966, has not only met the Navy's tough specification for noise but has produced a reactor capable of almost doubling again the output.

To test the new system they had to use radical surgery at HMS Vulcan. In what is known locally as the "bicycle shed"—a refectory upon its unimpressive appearance—the company operates what is effectively half a nuclear submarine: PWR, steam turbine, electricity generators about 10 per cent. of the reactor's output, together with nuclear facilities for handling and storing spent fuel and radioactive components. In a refit that started in 1972 the company virtually rebuilt the reactor, leaving little unchanged except the pressure vessel and some pipework.

The new reactor has been operating for almost a year. This has demonstrated that the fresh gains in power output and reduced noise have been achieved for an increase in estimated application cost of 16 per cent. The new core is expected to enter service with the fleet in early 1980s.

Each of these steps in PWR technology has been achieved for a design and development cost of about £5m-£7m, excluding the cost of prototype testing, estimates Mr. Peter Jones, the director responsible. About one-third of the company's staff comes under his control. His prototype and hold a post-

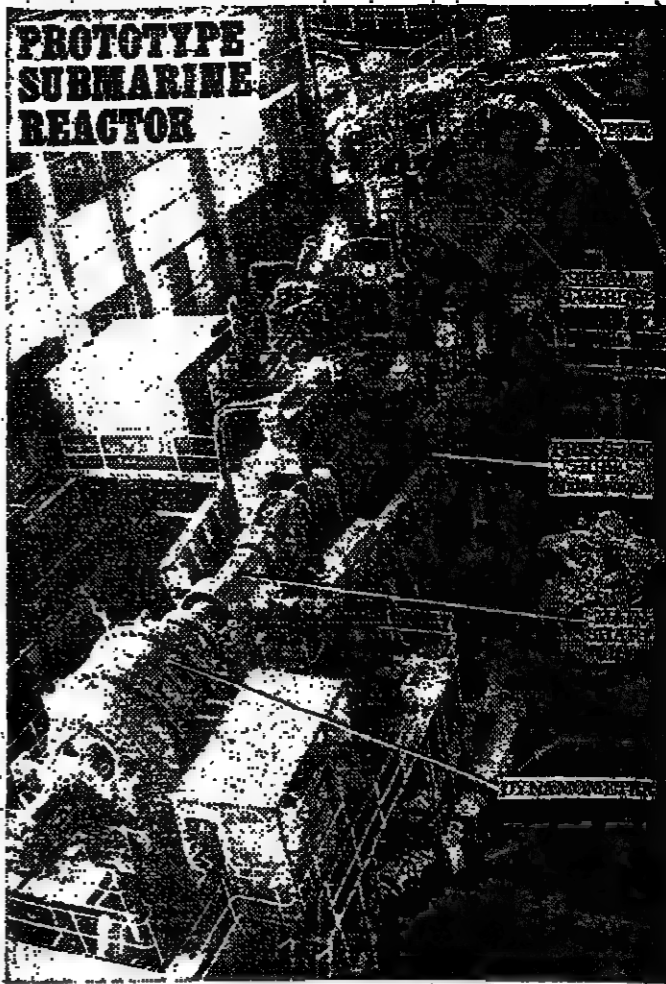
mortem on such parts as the reactor pressure vessel, seeking any signs of deterioration after 20 years of irradiation.

But what does all this add up to in terms of a role for the company in the civil reactor programme? The onus is upon it to show not just what it might contribute to the civil sector, but how.

Peter Goodwin admits "massive gaps" in the company's experience relating to civil reactors. For one thing, it has no experience of dealing with overseas suppliers, much less with the electricity industry.

It sees the Navy as a specially "enlightened customer" which, to quote Peter Jones, has "created an environment in which we can thrive." Its special point the Rolls-Royce and Associates directors and the with the Navy's reactors implies CEBG are already in complete accord: the Westinghouse technology is the one on which the nuclear power industry. . . .

What the company appears to have to offer is 19 years of experience with the reactor house has a fund of experience system which both the electricity supply industry and any other licensee. Beyond substantial section of the that, the company believes it nuclear design and construction has experience to offer the industry believe should be present nuclear design and construction industry, unrivalled alternative to the AGR. The even by the pooling of all other company has procured one and industrial and development delivered another 15 PWRs, perience of water-cooled albeit small ones by electricity reactors available in the U.K.



Prototype operated by Rolls-Royce at Dounreay: effectively half a submarine, including all main and standby propulsion machinery for a nuclear submarine.

industry standards. It has backed up its programme with a major research and development effort which has kept costs-effective of the reactor progressing steadily for the Navy. It has developed relationships with the 400 sub-contractors who participate in the submarine PWR "not dissimilar from our relations with our customer," says Mr. Nick Warner, the director responsible for procurement.

The daily logsheet of every reactor is returned to Derby as part of a dossier on PWR developments—operational as well as design. "We know where the defects are in our reactors," there aren't many and we know them intimately," he says.

On one politically controversial point the Rolls-Royce and Associates directors and the CEBG are already in complete accord: the Westinghouse technology is the one on which the nuclear power industry. . . .

What the company appears to have to offer is 19 years of experience with the reactor house has a fund of experience system which both the electricity supply industry and any other licensee. Beyond substantial section of the that, the company believes it nuclear design and construction has experience to offer the industry believe should be present nuclear design and construction industry, unrivalled alternative to the AGR. The even by the pooling of all other company has procured one and industrial and development delivered another 15 PWRs, perience of water-cooled albeit small ones by electricity reactors available in the U.K.

Internationally acknowledged
to be the finest cigarette in the world

dunhill The most distinguished tobacco house in the world

MIDDLE TAR As defined in H.M. Government Tables.
H.M. Government Health Department WARNING
CIGARETTES CAN SERIOUSLY DAMAGE YOUR HEALTH

GIVE THE EASY WAY

through the Charities Aid Foundation to ALL your favourite charities

The aged, the disabled, the mentally handicapped, child care, your church, animal welfare, the arts, nature preservation, even disaster appeals . . .

- * You can support all these causes, and many others, by having one deed of covenant with the Charities Aid Foundation. Then, the charities you choose will benefit from the full advantages of tax concessions.
- * By giving out of income in this way, you will have at least half as much again to distribute at no additional cost to yourself.

Other easy ways to give

- * **THE FOUNDATION FUND** For the expert management of lifetime gifts and bequests, permanently safeguarded by Trustees of the highest standing.
- * **PERSONAL TRUSTS** to suit your needs with no setting-up costs or administrative charges.
- * **TRUSTS BUILT UP FROM INCOME** producing surprising capacity for supporting your favourite charities.

Charity Credits

All account holders with the CAF are given a book of Charity Credits. You write them just like a cheque to benefit any charity you choose from your balance of tax-privileged money with the Charities Aid Foundation.

Please write for further information.

To CHARITIES AID FOUNDATION
48 Pembury Road, Tonbridge, Kent TN9 2JD

Please send me the following booklets:-

- THE FACILITIES OF THE CHARITIES AID FOUNDATION—a guide to methods of giving to charity.
- PERSONAL CHARITABLE TRUSTS—a guide for those who wish to give capital.
- PERSONAL CHARITABLE GIVING—a guide for individual donors.
- COMPANY CHARITABLE GIVING—a guide for corporate donors.
- CHARITY CREDITS—an explanatory leaflet.
- PROFESSIONAL MANAGEMENT OF COVENANT INCOME—a covenant service for charities.

NAME _____

ADDRESS _____

FT(4)

CHARITIES AID FOUNDATION
Specialists in tax-privileged giving to charity

Improved prospects for pigs

Our Commodities Staff

IMPACT of the devaluation of the "green pound" and a drastic reduction in the number of animals for breeding should counteract a seasonal fall in pig prices next month or so.

Meat and Livestock Commission, assessing market prices for the new season, says after a slight reduction in summer, September and October should see the start of a lively sharp increase in prices.

LC, which over-estimated the 1977-78 season, says its latest market report that the expected rise between mid-October and the end of December did not occur, partly because of the weakness of the whole-bacon market.

Bacon prices, now hovering at 50p a kilo deadweight, are expected to reach 60p by November, and then to rise to 70p, should rise to almost 80p by the end of the year.

Production this year is at least about 570,000 tonnes, per cent, less than last year, on output is estimated at 600,000 tonnes, down 10 per cent.

Supplies of bacon are not, however, likely to be greatly affected, since imports are unlikely to be less than last year.

Dull start for new inc market

A NEW YORK zinc futures market opened yesterday, on a dull but with little interest, and a disappointingly low level of only 50 cents.

The market could not have been launched at a worse time, as there was considerable trading in other commodity, trading resumed at all in New York yesterday because of snowstorms.

Bad weather is still in the balance, but the market at the same time, the zinc market is extremely depressed, in demand at a low bid, and stocks forcing prices to the lowest for about four and a half years.

There was a slight rise in zinc prices on the London market, but this was reflected in the dollar for most of the day.

MEAS Europe, the leading zinc producer, confirmed yesterday it had lowered its price for zinc by 350 to 3550 tonnes. This follows similar reductions by Britain and Metallgesellschaft.

World trade in wheat forecast to reach record

BY JOHN EDWARDS, COMMODITIES EDITOR

WORLD trade in wheat and wheat flour is forecast to reach a record 70.5m. tonnes in the current 1977-78 season, according to the latest market report issued by the International Wheat Council yesterday.

The previous record was 68.2m. tonnes in 1972-73.

Main cause of the increase in wheat is a rise in imports by Communist bloc countries to 22.5m. tonnes, against 15.5m. tonnes in 1976-77. Based on ship arrivals in the first half of the season, Chinese purchases for the year to June 1978 are estimated at 8.5m. tonnes, making it the biggest single importing country.

Other Communist bloc countries are put at 6.5m. tonnes, compared with the previous estimate of 7m. tonnes.

Imports by developed countries are expected to increase by 100,000 tonnes to 41.5m. tonnes, but reductions in the South America crop which, at 8.5m. tonnes, is put at the lowest level since 1968 following poor crops in Argentina and Brazil.

Provisional statistics on plantings of wheat in the northern hemisphere to produce the 1978 crop suggest there may be only a small reduction in the area compared with 1977, the report states.

It adds, however, that it will be some months before a clearer picture emerges, and planting in the southern hemisphere will not begin until the second half of the year.

Reuter reported from Washington that total wheat use in the U.S. during 1977-78 is projected at 1.9bn. bushels, up about 1.5 per cent, but still less than the 1977 crop, the U.S. Agriculture Department said.

Carryover on June 1, 1978, therefore, could be above last year's 1.1bn. bushels, the USDA said in a summary of the wheat situation to be released on February 15.

It said disappearance during June-December totalled 1.1bn. bushels, 12 per cent above a year earlier, with all of the increase due to heavier wheat feeding.

While higher prices will limit feed use for the remainder of the year, the Department said, the surplus probably would be the largest since 1972-73.

Farmers slow to draw 'dole'

BY CHRISTOPHER PARKES

THERE IS a tally of evidence that in Britain at least, the Common Market's attempts to reduce milk production by paying farmers to give up dairying is proving to be a waste of money.

In the past year only 370 milk producers have taken the EEC's grants and switched their herds to beef, or changed their whole farms to other uses, such as growing, in 1977-78.

While the figures may appear reasonable in isolation, related to normal patterns of wastage in the industry, they must be disappointing to the officials in Brussels who thought of the idea in the first place.

For the past 10 years the number of registered milk producers in the U.K. has fallen about 5,000 a year, without any help from premiums, grants or other hand-outs.

Although no complete breakdown is yet available for last year, there is every indication that the 370 farmers who took the money and quit were precisely the type of people with small herds who have been leaving the industry in increasing numbers in recent years. They

were people who, almost certainly, would have given up soon whether they were paid by Brussels or not.

Average herd size in the U.K. is more than 40 cows, but the average number kept by the men getting out was 20 head. This is the size of herd suffering most in the current "squeeze" between rising costs and shrinking prices.

While the men drawing the premiums are doubtless grateful for the cash bonus, the Ministers of Agriculture who approved the project at the price review last year will have to consider carefully whether the scheme is worth repeating in the new season. Deadline for applications to date is March 31.

The grants certainly cannot be doing any harm to the EEC farming industry, but the evidence in Britain is that they are not doing much good either.

Although so few U.K. producers have positively taken up the offer of grants, the figure could be much higher in the longer term. The Government has approved 820 applications for grants involving about 17,000 cows. A further 580 applications have been rejected.

The Ministry of Agriculture

CHEESE PRICING

BRITISH cheese packers have agreed to standardise the weights of their branded packs of Cheddar, Cheshire, other regional varieties and Blue.

Prices has made an order exempting these cheeses packed in standard sizes from the unit pricing requirements.

EEC sugar sales increase

COMMON MARKET SUGAR

COMMON MARKET sugar export allotments reached the highest level of this crop season in Brussels yesterday.

The EEC Commission authorised 49,500 tonnes of white sugar and 25,000 tonnes of raws. Last week the Commission authorised 49,500 tonnes of white sugar for export but received no offers for raws.

The large raw sugar export allotment kept alive speculation on East European demand. Most week sugar values were boosted by rumours of Chinese and Russian buying. The reports of Chinese purchases have been generally discounted, but traders are still uncertain about the Russian situation.

Market sources are generally attributing the demand for raw sugar to Central Africa and the Middle East, however.

World sugar futures prices continued to ease on the London futures market yesterday. The May quotation fell 20 to 1220.15 a tonne. In the morning the London daily raw sugar price was fixed at £108 a tonne, unchanged from the previous day.

In New Delhi meanwhile, Mr. P. B. Kanoria, the Indian Sugar Mills Association president, asked the Government to allow exports of 700,000 tonnes of sugar this year, reports Reuter.

India's export quota under the new International Sugar Agreement, which provisionally came into force on January 1, is 701,250 tonnes.

Earlier this week a senior Trade Ministry official here asked to comment on reports that China was negotiating to buy Indian sugar said India's present policy was not to export sugar at all because of low world prices.

Brazil denies coffee halt

RIO DE JANEIRO, Feb. 8. BRAZIL HAS not suspended coffee export registrations, neither has it made any changes in its coffee export policy, the Brazilian Coffee Institute's president, Sr. Camilla Calazans, said here.

Mr. Calazans was commenting on rumours circulating overseas of possible changes in Brazil's sales policy, and that Brazil had suspended registrations.

He said Brazil would suspend export registrations only in the event of a catastrophe, such as a severe drought.

The IBC has been closed over the carnival holiday but registrations are open again now that the holiday is over, the Institute president said.

FARMERS CLUB SEMINAR

Dutch warning of higher costs

BY JOHN CHERRINGTON, AGRICULTURE CORRESPONDENT

THE FARMERS' CLUB drew on a rough crowd, rather less than half those who listened to Mr. John Silkin, the Agriculture Minister, at a seminar on the Common Agricultural Policy in London yesterday. This, no doubt, was because Mr. Silkin is the man of the moment in British farming—a hate figure it is true, but the only one by whose actions farmers can prosper or suffer.

Mr. Silkin's approach is to the CAP that of a wrestler in a tricky situation. His policy is not so much a policy as a tactic of defending a number of situations on an ad hoc basis, with a view to ensuring the maximum of what is called national advantage from any circumstances that may arise.

Much more interesting is the approach of Professor Marsh of Aberdeen University. He said, as it has said before, that the CAP in its present form could not endure mainly because it involved national governments from any responsibility for food surpluses. These could become unbearable.

He advocated a system of what might be termed standard quantities, really production quotas, which would lay on member governments the responsibility for supporting their own farmers themselves instead of

securing the open-ended commitment from Brussels to support surpluses ad infinitum. If such a measure became feasible it would, according to Professor Marsh, release some of the EEC funds for such things as structural improvement and social measures. This was the original purpose of the CAP anyway.

A rather sardonic view of the CAP was given by Mr. Jon Beasleys, managing director of one of the biggest farms in Holland. He recognised the need for the one-time colonial powers to group for the sake of survival, but doubted if the CAP was more than a re-arranging of chairs on the deck of a sinking ship, seeking out ways of achieving economic and monetary union.

This aim would be largely destroyed by the entry of Greece, Spain and Portugal to the EEC. He said it would alter the balance of the CAP from a Northern European to a Mediterranean farming economy.

He told the audience that transport drivers on Dutch farms could earn as much as £10,000—four times as much as their British counterparts. Labour costs would be at least 50 per cent higher, he said. And he warned that while Dutch farmers were finding yields "very nice," and prices "very high," costs were "unbelievable."

Hidden dangers of food aid

BY A CORRESPONDENT

FOOD AID is often of more benefit to the donor than to the recipient and in some circumstances can be positively dangerous to the latter's economy. This view was put forward by the Tanzania Food and Nutrition Centre at a recent meeting of the International Peace Research Association's food policy study group.

In a paper presented on the centre's behalf, the group, consisting mainly of European researchers and field workers experienced in food aid, was told that food donated was often inappropriate, highly refined, oversophisticated and expensive.

Hunger and malnutrition could be better tackled by the encouragement of the local production of simpler foods, the paper said.

Supplementary food aid might be required while local production was being built up but this should be designed to fit into the local dietary habits, "not create dependency on expensive foreign foods."

Care should also be taken to avoid supplanting the individual or country's will or ability to feed itself.

Even emergency aid could in some cases create more problems than it solves.

The situation following the Guatemala earthquake was quoted as a good example of this. Because the disaster happened shortly after the harvest there was a lot of food in the country but it was temporarily buried. This was recovered quite quickly but large grain shipments from abroad depressed prices so that the local peasants could not sell part of their harvest to earn the cash to rebuild their smashed homes.

It was, as one local worker

said, as if you had shipped massive amounts of wheat to the U.S. and given it away free. Just imagine what the U.S. farmers would have done.

The Tanzanians recognised that food aid might sometimes help in an emergency but warned that the local situation must be taken into account and that care must be taken not to hinder the country's recovery once the emergency was over.

Food aid is always second best, it was pointed out. Financial aid can enable food to be bought in the country or used to stimulate local production. Food aid is also bulky and difficult to ship. In addition, a large bureaucracy and a relatively good infrastructure is needed for food to be distributed fairly. But unless the government of the recipient country wishes to help the poor and hungry then food aid will not get to them.

COMMODITY MARKET REPORTS AND PRICES

BASE METALS

OPPER—Plum on the London Metal Exchange. Prices were further boosted by a forward metal shortage. Continental tin and the absence of serious tin price to 1960 on the morning high, the afternoon the price traded within 100.5 to 101.5 on the late high. Turnover: 30 tonnes.

LEAD—Official: 100.5 to 101.5 on the late high. Turnover: 30 tonnes.

ZINC—Official: 100.5 to 101.5 on the late high. Turnover: 30 tonnes.

ALUMINIUM—Official: 100.5 to 101.5 on the late high. Turnover: 30 tonnes.

STEEL—Official: 100.5 to 101.5 on the late high. Turnover: 30 tonnes.

TIN

Official: 100.5 to 101.5 on the late high. Turnover: 30 tonnes.

COPPER

Official: 100.5 to 101.5 on the late high. Turnover: 30 tonnes.

RUBBER

Official: 100.5 to 101.5 on the late high. Turnover: 30 tonnes.

COFFEE

Official: 100.5 to 101.5 on the late high. Turnover: 30 tonnes.

SUGAR

Official: 100.5 to 101.5 on the late high. Turnover: 30 tonnes.

GRAINS

Official: 100.5 to 101.5 on the late high. Turnover: 30 tonnes.

WHEAT

Official: 100.5 to 101.5 on the late high. Turnover: 30 tonnes.

BARLEY

Official: 100.5 to 101.5 on the late high. Turnover: 30 tonnes.

G. Index Limited 01-331 3466

Lamont Road, London SW10 6HS

SILVER

Official: 100.5 to 101.5 on the late high. Turnover: 30 tonnes.

COCOA

Official: 100.5 to 101.5 on the late high. Turnover: 30 tonnes.

Wool

Official: 100.5 to 101.5 on the late high. Turnover: 30 tonnes.

Hides

Official: 100.5 to 101.5 on the late high. Turnover: 30 tonnes.

FINANCIAL TIMES
Commodities
Advertisements

APPEAR TO-DAY ON PAGE 16

FINANCIAL TIMES

EUROPE'S BUSINESS NEWSPAPER

COMPANY NOTICES

TAVOY TIN DRAGING CORPORATION

NOTICE TO HOLDERS OF SHARE

NOTICE IS HEREBY GIVEN

General Meeting of the Members

of the TAVOY TIN DRAGING CORPORATION

will be held at 40, Moynihan Road, London

on Monday, the 27th day of February 1978

at 10.00 a.m. for the purpose of electing

Directors and Auditors for the year

ended 27th November 1977 and for

the receipt of dividends on the shares

of the Corporation.

A copy of the Notice of Meeting will be

sent to each shareholder by post.

CLASSIFIED ADVERTISEMENTS

RATES

Per line per day

Commercial & Industrial

Property

Financial

Services & Investment

Departments, Corporations

Local Authorities

Educational Institutions

Professional Bodies

Public Bodies

Premises available

For further details write to:

Financial Times

COCOA

Trading remained quiet throughout the

day with prices showing little change.

Cocoa prices were steady.

Cocoa prices were steady.

Cocoa prices were steady.

Cocoa prices were steady.

Cocoa prices were steady.

Cocoa prices were steady.

Cocoa prices were steady.

Cocoa prices were steady.

Cocoa prices were steady.

Cocoa prices were steady.

Cocoa prices were steady.

Wool

Trading remained quiet throughout the

day with prices showing little change.

Wool prices were steady.

Wool prices were steady.

Wool prices were steady.

Wool prices were steady.

Wool prices were steady.

Wool prices were steady.

Wool prices were steady.

Wool prices were steady.

Wool prices were steady.

Wool prices were steady.

Wool prices were steady.

Hides

Trading remained quiet throughout the

day with prices showing little change.

Hides prices were steady.

Hides prices were steady.

Hides prices were steady.

Hides prices were steady.

Hides prices were steady.

Hides prices were steady.

Hides prices were steady.

Hides prices were steady.

Hides prices were steady.

Hides prices were steady.

Hides prices were steady.

STOCK EXCHANGE REPORT

Late turnaround after miners' decision to accept 10%
Index up 4.7 at 468.4 after 460.1—Gilts show gains to 7/8

Account Dealing Dates
Option
First Declared Last Account
Dealings Dealings Day
Jan. 30 Feb. 9 Feb. 10 Feb. 21
Feb. 13 Feb. 23 Feb. 24 Mar. 7
Feb. 27 Mar. 9 Mar. 19 Mar. 21

New share dealings may take place from 9.30 a.m. two business days earlier.

In marked contrast to the previous evening's late weakness on nervousness about the next set of money supply figures and further likely upward pressure on short-term interest rates, British Funds staged a spirited rally in yesterday's later business. Quotations ended with gains ranging from 1 to 21 points in the actively-traded longer maturities which were going harder still in inter-office trade when they were showing a turnaround of over 21 points from the depressed levels ruling earlier in the day.

Prices had steadied in the afternoon following the Chancellor's reported remarks on the budget and inflation, but the real drive upwards was provided by the announcement that the miners' leaders had decided to abide by the Government's guidelines on pay. The recent substantial fall in the Government Securities Index was trimmed by 0.5% at 74.31.

Leading equities started hesitantly, but tended to improve throughout the day and the FT Industrial Ordinary share index, having been down 2.1 at 10 a.m., and a mere 0.2 off at 3 p.m., was finally 4.7 up for a two-day rally of 10.5 at 468.4. There was little change in the trading volume as seen in official markings of 3,271 which compare with 3,532 on Tuesday and the week-ago 3,018. Only three on the index constituents ended with falls, the bulk of the remainder closing with gains ranging to 4 and occasionally more. ICI put on 7 at 352p, while Lucas Industries stood out with a rise of 10 at 245p.

Overall, however, falls of nearly two-to-one in FT-quoted industrial reversed the previous day's figures and the mixed pattern was also seen in the FT-Actuaries Index; the All-share Index was marginally harder at 202.40.

Gilts dramatic

A dramatic day in gilt-edged witnessed overall gains of over 21 points in the longer maturities and a heavy trade from both domestic institutional and overseas sources. Reflecting concern about the authorities' control of money supply, the market continued the wild which began late the previous evening and the pace quickened on fears of a possible sharp hike in Minimum Lending Rate. Falls of nearly a point had appeared against sterling when Mr. Healey's remarks concerning Budget tax concessions and recent speculation about election possibilities brought a swift change of tack. Later re-

ports that the miners' leaders had accepted basic pay rises within the Government's guidelines saw the market in full sail and the losses were subsequently transformed into gains which, well after the official close, were stretching to 11 points and more among the longer. Both ends of the market were bewildered by the day's events, the volatility in the charts being emphasised by final movements of a small mixed nature after losses extending to almost a point; the low-coupon Treasury 3 per cent. 1979 established an unusual 11 gain in clean form to 96. Corporations followed the overnight and early reaction in the main funds to settle 11 points down, but Southern Rhodesians rallied from initial dullness and were often higher in places; the 8 per cent. 1978-79 bond gained 3 points to 192, after 186.

More subdued conditions in the investment currency market illustrated the fact that interest was attracted away by events elsewhere, particularly in the gilt-edged market. As a result, rates tended to drift easier and the close was 1/8 lower at 76 per cent. Yesterday's SE conversion factor was 0.7088 (0.7398).

UDT disappoint

Interim profits nearly 22m. below expectations prompted marked depression UDT which fell away to touch 37p before closing 2 down at 37p; the 18 per cent Convertible 1978-81 fell 6 points to 214. Other Hire Purchases gave ground in sympathy with Lloyd's and Scottish 3 down at 101p and Prudential Financial a similar amount softer at 88p. Wagon Finance receded 2 to 56p; the preliminary results are due on February 17. The major clearing banks closed with modest gains with Barclays 4 better at 318p and Lloyds 2 dearer at 262p; the latter's results are due on Friday of next week.

Business was extremely thin in mixed Composite Insurances. Revised rumours of impending underwriting plans again upset Royals which fell away to 37p before closing 4 off at 37p.

Breweries rarely strayed from the overnight levels. A Guinness drop without alteration at 180p, but gains of a penny were seen in Allied, 6p, and Bass Charrington 14p. Vaux at 400p, however, gave up 4 of the previous day's speculative rise of 11. A Press report suggesting that the outlook for the sale of whisky in the U.S. has improved failed to generate much activity in Distillery issues, but Distillers improved late and closed 4 better at 175p. A Bell closed 2 to 200p. Elsewhere, Geo. Sandeman, at 83p, gave up 2 of the previous day's speculative gain of 8.

Buildings closed irregularly following a small trade. AP Cement cheapened 3 to 235p and

Aberthaw shed 4 to 142p, while Taylor Woodrow was a like amount easier at 308p. Magnet and Southern also declined 4 to 183p and H. and R. Johnson-Richards Tiles shed 3 to 314p. Brown and Jackson, on the other hand, found support at 30p, up 4; the preliminary results are due next month. Wiggins Constructed, edged forward a penny to 34p in reply to the higher interim earnings. Helped in the later stages by

miners' decision on pay, ICI closed 7 up at the day's best of 352p. Elsewhere in Chemicals, Fisons added 8 at 373p, while Carless Capel and Leonard at 36p, recorded a Press-inspired improvement of a penny.

Renewed speculative demand in a restricted market left Caledonian Associated Cinemas 25 up at 355p.

Decca react

Disappointment with the interim figures prompted marked weakness in Decca issues, the Ordinary and "A" both reacting 20 to 44p and 43p respectively. Elsewhere in the Electrical sector, leading issues more than recouped initial losses, with Thorn closing 8 dearer at 360p, after 348p, and GEC 3 to the good at 239p, after 231p. Ward and Goldstone improved 2 to 94p and Ever Ready a similar amount to 139p, but Lec Refrigeration encountered further sporadic selling and gave up 5 further to 70p. United Scientific lost 6 to 27p, and H. Wigfall eased 4 to 264p, the latter awaiting further developments in the bid situation. In contrast, speculative interest developed in Sater Electrical, which moved up 2 to 101p. Ferranti firmed 10 more to 200p on the possibility that the NEB may sell some of its shares in the company.

Slightly easier for most of the day, leading Stores joined in the late rally and closed mixed. Marks and Spencer ended 4 to the good at 145p and Burton A penny dearer at 118p, while Gussies A picked up from 272p to finish only 2 lower at 276p. Mothercare

received a late boost from the

were also 2 off at 166p, after 162p. miners' pay decision and generally closed at the day's best. Down to 225p initially, Becham finished 8 higher at 635p, while Boots were 3 dearer at 203p, after 197p, as were Glaxo at 570p, after 563p. Reed International, however, recorded a fresh fall of 3 to 111p, after 108p, making a decline on the week so far of 12. Elsewhere, Hirst and Mellison recorded 3 to 32p on consideration of the bearish statement which accompanied the preliminary figures and AGS Research softened a penny 83p following the proposed E.M. rights issue. Aarons Bros. cheapened a penny to 58p in front of today's results but saw buyers at 250p, up 6. European Ferries moved up 1 1/2 more to 110p and fresh speculative interest lifted BTR 3 to 227p. An unexpected loss of late over the proposed Alghough deal, William Match perked up 3 to 185p. Wade Potteries, 29p, and Talbot, 21p, were both around a penny harder in response to Press comment.

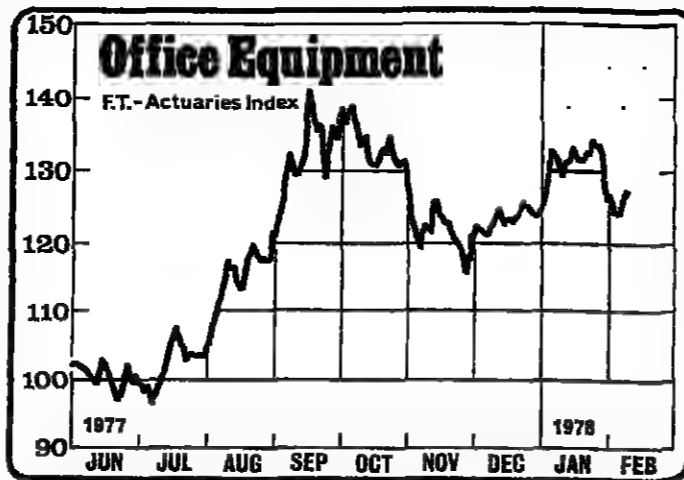
Motors and Distributors were featured once again by the performance of Daimler which rose 9 to 175p in brisk trading for a two-day gain of 17 since the closing interim report. Lucas Industries were also good late at 265p; up 10; the company has denied a report that 4,000 of its aerospace jobs are threatened by a fall-off in orders. W. J. Reynolds responded to Press comment with a rise of 2 to 27p, but Arrow Streamlines eased 3 to 73p. Turner Manufacturing, 114, and ERF, 157p, lost 4 and 3 respectively, while Wilton-Bredden eased 2 to 59p as did Automotive Products to 88p.

Newspapers and Publishers closed firmer in places. Associated Book Publishers, 173p, and Independent, 125p, rose 7 apiece, while Thomson hardened 3 to 614p. Fresh speculative interest prompted a gain of 5 to 140p in Mills and Allen International.

Properties unsettled

Growing fears of a rise in short-term interest rates unsettled the property market at the start of business, but leading issues gradually recovered and final quotations were little altered on balance. MEPC ended unchanged at 125p, after 123p, while Land Securities finished with a rise of a penny at 217p, after 211p. Secondary issues moved similarly, but losses of a few pence were still fairly commonplace. Falls of 5 were sustained by Property Security Investments, 135p. Churchbury, 235p, and Allaint London, 212p.

A useful two-way business developed in British Petroleum which moved narrowly before closing a few pence to the good at 750p. Shell edged up 4 to 500p, and, in secondary issues, Ultramar was a few pence dearer at 226p. Scattered speculative interest left



English Association of American Bond and Share Holders featured in otherwise little changed Investment Trusts, rising 15 to 530p following news of sharply improved first-half profits. Capital issues were notable for a modest improvement in the late trade. New Thorpington closing 2 harder at 88p and City and Commercial 4 better at 87p. In Financials, S. Pearson fell 4 to 178p and Kalkreuth 8 to 80p.

Quietly dull for most of the day. Shipings began a rally late. P. and O. Deferred closed unchanged at 100p but small losses were seen in Furness Withy, 313p, and British and Commonwealth, 272p.

In Textiles, Nova (Jersey) Knit eased 2 to 30p, while losses of 3 were seen in Tomkingsons, 58p, and Dawson International, 107p.

Press comment on the preliminary figures, highlighting the company's yield attractions directed a good deal of attention to Imps which closed 81 better at 79p following a reasonable trade. Elsewhere in Tobacco, Rothmans International hardened 1 to 471p.

Gold lose ground

After marking time for two days South African Golds came down with a bump yesterday as reports of a hard-line speech by a prominent South African politician were followed by a downturn in the securities Rand.

This prompted small but persistent selling of Golds in the morning. Around mid-day further offerings became apparent and as the bullion price weakened jobbers marked down prices sharply, although cheap buying in the late trade enabled shares to close a shade above the day's lowest levels.

The Gold Mines Index relinquished 6.6 to 143.0, while the bullion price was finally 7 pence easier at 174.825 per ounce.

Worst affected among the heavyweights were Randfontein, which dropped 11 to 531p, while losses of around a half-penny were common to Hartbeest, 510p, Van Reefs, 511p, and West Driefontein, 517p. Of the lower priced stocks Zandvoort fell 17 to 173p and Siffertfontein 12 to 248p.

South African Financials lost ground in line with Golds. "Amgold" gave up 3 to 215p, GFSA a half-penny to 211p and General Mining a similar amount to 214p. Union Corporation were 8 off at 235p.

Platinums were also lower with whatman?

FINANCIAL TIMES STOCK INDICES

	Feb. 8	Feb. 7	Feb. 6	Feb. 5	Feb. 4	Feb. 3	Feb. 2	Feb. 1	Jan. 31
Government Secs.	74.41	74.05	74.05	74.83	75.68	76.10	76.10	76.10	76.10
Fixed Interest	77.31	78.03	78.02	78.72	79.16	79.19	79.19	79.19	79.19
Industrial Ordinary	468.4	463.7	458.1	459.7	460.6	460.6	460.6	460.6	460.6
Gold Mines	143.0	151.6	151.6	151.6	151.7	151.7	151.7	151.7	151.7
Ord. Div. Yield	5.78	5.76	5.83	5.84	5.81	5.81	5.81	5.81	5.81
Share Rep. 100/100	17.45	17.46	17.76	17.76	17.77	17.77	17.77	17.77	17.77
Share Rep. 100/100	8.09	8.07	7.97	7.97	8.00	8.00	8.00	8.00	8.00
FT-Actuaries Index	202.4	202.4	202.4	202.4	202.4	202.4	202.4	202.4	202.4
Equity turnover £m.	66.58	62.29	67.12	65.23	68.38	68.38	68.38	68.38	68.38
Equity turnover %	14.590	13.734	12.350	12.058	13.351	13.351	13.351	13.351	13.351

10 a.m. 468.1 11 a.m. 468.1 Noon 468.2 1 p.m. 468.3
2 p.m. 468.4 3 p.m. 468.4
Latest index 468.4
Based on 32 per cent. corporation tax. * NR=Nil.
Based 100 Govt. Secs. 12 1/2 % 25. Fixed Int. 1923. Ind. Ord. 1772.2
Mines 12.6.55. SE Activity Jan-Dec 1977.

HIGHS AND LOWS

	High	Low	High	Low	High	Low	High	Low	High	Low
Govt. Secs.	78.85	76.06	127.4	49.19	141.1	49.19	141.1	49.19	141.1	49.19
Fixed Int.	81.27	60.49	150.4	60.53	150.4	60.53	150.4	60.53	150.4	60.53
Ind. Ord.	549.2	357.8	549.2	49.4	549.2	49.4	549.2	49.4	549.2	49.4
Gold Mines	174.5	85.1	442.3	45.3	442.3	45.3	442.3	45.3	442.3	45.3

S.E. ACTIVITY

	High	Low	High	Low	High	Low	High	Low	High	Low
Govt. Secs.	78.85	76.06	127.4	49.19	141.1	49.19	141.1	49.19	141.1	49.19
Fixed Int.	81.27	60.49	150.4	60.53	150.4	60.53	150.4	60.53	150.4	60.53
Ind. Ord.	549.2	357.8	549.2	49.4	549.2	49.4	549.2	49.4	549.2	49.4
Gold Mines	174.5	85.1	442.3	45.3	442.3	45.3	442.3	45.3	442.3	45.3

OPTIONS TRADED

Charterhall, Fidelity, Capital, SPIT Capital, Lloyds, etc.

Dealing Dates: Feb. 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31.

For rate information see end of Share Information Service.

Stocks favoured for the call included P & O Deferred, Town & Country, and City Properties.

Imperial Group, UDT, Burmah Consolidated, Gold Fields, British Oil, BP, Lough, Fitch Lovell, Land, Britannia Arrow, J. Lewis, Sedgwick, Forbes, Dunlop, and Lough.

NEW HIGHS AND LOWS FOR 1977/78

The following securities quoted in the Share Information Service yesterday had attained new Highs and Lows for 1977/78.

NEW HIGHS (8)

PERCENTAGE CHANGES

SECTORS (11)

MOTELS (1)

INDUSTRIALS (1)

AMERICANS (1)

STOCKS (1)

POPPS (1)

NEW LOWS (5)

AMERICANS (1)

STOCKS (1)

POPPS (1)

NEW LOWS (5)

AMERICANS (1)

STOCKS (1)

POPPS (1)

NEW LOWS (5)

AMERICANS (1)

STOCKS (1)

POPPS (1)

NEW LOWS (5)

AMERICANS (1)

STOCKS (1)

POPPS (1)

NEW LOWS (5)

AMERICANS (1)

STOCKS (1)

POPPS (1)

NEW LOWS (5)

AMERICANS (1)

STOCKS (1)

POPPS (1)

NEW LOWS (5)

AMERICANS (1)

STOCKS (1)

POPPS (1)

NEW LOWS (5)

AMERICANS (1)

STOCKS (1)

POPPS (1)

NEW LOWS (5)

AMERICANS (1)

STOCKS (1)

POPPS (1)

NEW LOWS (5)

AMERICANS (1)

STOCKS (1)

POPPS (1)

NEW LOWS (5)

AMERICANS (1)

STOCKS (1)

POPPS (1)

NEW LOWS (5)

AMERICANS (1)

STOCKS (1)

POPPS (1)

NEW LOWS (5)

AMERICANS (1)

STOCKS (1)

POPPS (1)

NEW LOWS (5)

AMERICANS (1)

STOCKS (1)

POPPS (1)

NEW LOWS (5)

AMERICANS (1)

STOCKS (1)

POPPS (1)

NEW LOWS (5)

AMERICANS (1)

STOCKS (1)

POPPS (1)

Bayernlux reports

HIGHLIGHTS
FROM THE FINANCIAL STATEMENTS
AS OF SEPTEMBER 30, 1977 million DM

BALANCE SHEET TOTAL	5,159
DEPOSITS AND ADVANCES TO BANKS	2,873
ADVANCES TO CUSTOMERS	1,727
SECURITIES	484
DEPOSITS FROM BANKS	4,302
OTHER DEPOSITS	649
SHARE CAPITAL	65
RESERVES	25
PROVISION FOR CONTINGENCIES	35
NET INCOME OF THE FISCAL YEAR	17

Bayerische
Landesbank
International

BAYERISCHE LANDESBANK INTERNATIONAL S.A.
25, BD. ROYAL - LUXEMBOURG - TEL 4759111

a wholly owned subsidiary of
Bayerische Landesbank Girozentrale, Munich

APOLLO

Edited by Denis Sutton

THE WORLD'S LEADING
MAGAZINE OF ARTS AND ANTIQUES

Published monthly price £1.50 Annual Subscription £21.00 (Inland)
Overseas subscription £24 USA & Canada Air Assisted \$48
Apollo Magazine, Bracken House, 10, Cannon Street, London, EC4P 4BY. Tel: 01-248 3000

ACTIVE STOCKS

Stock	Denomina- tion	No. of shares	Closing price (p)	Change on day	1977-78 high	1977-78 low
ICI	£1	13	352	-7	449	323
BP	£1	13	352	-7	449	323
BAT's Defd	25p	11	248	+2	266	190
Rank Org.	25p	11	248	+2	266	190
Reed Intl.	£1	10	111	-3	233	105
Brown (J.)	£1	9	280	-	282	98
GEC	25p	9	239	+2	294	163
Imperial Group	50p	9	100	+3	109	62

OFFSHORE AND OVERSEAS FUNDS

[illegible]**INSURANCE, PROPERTY, BONDS**[illegible][illegible]

NOTES

Prices do not include \$ premium, except where indicated, and are in pounds unless otherwise indicated. Yields: % shown in last column for all buying expenses. Offered prices include all expenses. a Today's price. b Yield based on offer price. c Zim's price. d Today's opening price. e Distribution of U.K. tax. f Periodic premium insurance plan. g Single premium insurance. h Offered price includes all expenses except agent's commission. i Offered price includes all expenses but bought through manager. j Previous day's price. k New price. l Realized capital gains unless indicated. m Low-price group. n Suspended. o Before Jersey tax. p Ex-substitution.

